Board of Trade Journal

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Board of Trade Journal

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A 30 ft. ISO container owned by Seawheel Ltd., being transferred from a road vehicle to mv 'Gaelic Ferry' at Felixstowe en route for Frankfurt with valuable exports. At Rotterdam it was transhipped on to one of the company's Continental vehicles for the last leg of the journey from London.

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US store promotions in 1969 offer coast to coast opportunities for British exports

NINETEEN SIXTY-NINE will see promotions of British goods in stores reaching right across the United States, from the East Coast through the Mid-West and Texas to the Pacific. Similar promotions are being planned for 1970.

Four major British promotions, together with a number of specialized events featuring menswear, foodstuffs and 'gourmet lines', will constitute the backbone of the 1969 calendar of events to be supported by the Board of Trade.

Many of the larger British promotions are 'return visits' – an indication of the value placed by the stores themselves on 'selling British'. Some of the most important events are being arranged by big stores in a number of key cities: by the Woodward and Lothrop store in Washington; by the Strawbridge and Clothier store in Philadelphia; by Foleys in Houston, Texas; and by Broadway Stores in Los Angeles, which plans to promote British goods in 28 branches throughout Southern California. (The first three stores buy through the Associated Merchandising Corporation, 1B Baker Street, London, W.1, and the last-named through Gimbel Bros., Berkeley Square House, Berkeley Square, London, W.1.)

This keen interest in the promotion of British goods was reflected in a recent speech by Mr. Lawrence C. McQuade, American Under Secretary of Commerce, to the British American Chamber of Commerce in New York. Mr. McQuade stressed the fact that the United States Government was wholeheartedly in favour of events, such as Harrod's American and Macy's British promotions this year, which provided a means of stimulating the growth of trade between both countries. The interest is also strikingly illustrated by the increase in exports of British consumer goods to the United States. These exports have shown a steady increase for some years but in 1968 were nearly one-third higher than in 1967.

Wide programme

British goods will also be prominent during 1969 in important promotions such as that held by the Famous-Barr store at St. Louis and by The May Company at Cleveland : for both of whom Macy's Inc. of 52 Conduit Street, London, W.1 are the London buyers. Smaller general promotions and some important specialized ones will occur in places as widely apart as San Francisco and Chicago, and the year's total may well exceed that for 1967, when promotions were held in some 30 major stores in the United States, involving nearly 300 branches.

Such a wide programme offers immense opportunities to British exporters of consumer goods to increase their sales or to find new outlets in the United States. Department stores are of great importance in the 'American' way of life and are the main outlet for consumer goods in the United States. The size of the turnover of these stores should not be underestimated. For instance, Macy's, who in New York held a most successful British promotion last year, has an annual turnover of some $800 million.

The total import from all countries within these large turnover figures, is rarely more than 5 or 6 per cent and is often much less, and the British element within that often reaches less than 1 per

es
elkes
xes and biscuits

Mr. Alan N. Elkes, chairman and managing director of Elkes Biscuits Limited, Uttoxeter, Staffordshire, visited London Airport with his export sales manager and his overseas sales manager, to see the arrangements made to dispatch the first shipment of 20 tons of Elkes biscuits in lithographed tins by airfreight to New York for Macy's, the famous department store. Elkes participated in Macy's Great Festival of Great Britain, and the air deliveries were urgently required orders. Sales of Elkes biscuits in the United States are now approaching US $500,000 annually. Elkes also export their products to over 90 countries.

Mr. Stanley Marcus (right), president of the internationally famous Neiman Marcus store in Dallas, receives a sculptured award from the British Consul-General in Texas, Mr. Gerald Simpson. The award was commissioned by the British Government to commemorate the store's second British Fortnight. In writing to the President of the Board of Trade to thank him for the award, Mr. Marcus said that the success of the promotion was clearly demonstrated by the fact that the store's purchases from Britain this year have exceeded those of last year which themselves included considerable extra purchasing for the Fortnight.

The latest report on the U.S.A.

The U.S. economy is surging forward rapidly, but increasing prices and an unprecedented deterioration in the trade accounts have underlined a serious lack of balance. An increase in taxes designed to slow the rate of growth to a more manageable pace has not had the effect that was hoped. By January, when the newly elected President takes office, a slowing in growth will probably be evident, but inflation is likely still to be a serious problem.

The report describes the evolution of the economy this year and considers prospects for 1969 in the light of a change in Administrations and in the event of a ceasefire in Vietnam. The report also covers points of interest to the businessman selling in America. In addition, there is a special survey of California, the richest state in the union.

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cent. The scope for our consumer goods in the United States is therefore very great.

London buying houses

One of the easiest ways of selling to the United States is to approach the London Buying Houses, whose names may be obtained through the Board of Trade.

These houses act as buying agents for their principals and assist British manufacturers to export to the United States market by advising them on market trends, questions of price, styling, colour, sizing, packaging and differences of local taste.

The existence of these Buying Houses affords British manufacturers the advantage of being able to export to a nation-wide market on their own doorstep. Servicing costs are absorbed by the stores, payment is in sterling, and the supplier relieved of most of the problems of shipping, invoicing, insurance, and customs formalities. There are more than 20 Buying Houses representing United States stores in London.

In addition, buyers from many of the stores (who work closely with their Buying Houses in London) will be visiting Britain early in the New Year, so that British manufacturers will be able to plan their participation well in advance. Particulars of the promotions together with the addresses of the Buying Houses of the stores concerned, may be obtained from the British Weeks and Store Promotions Directorate, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7215).

Before taking up his new post as British Consul (Commercial) in New York on January 12, Mr. Alan Titchener (left) toured the Wedgwood factory at Barlaston, Staffordshire, on December 2. He is pictured here learning about bone china tableware with Mr. William Lydeard (centre), general sales manager, and Mr. Derek Halfpenny, public relations officer. Wedgwood exports nearly 70 per cent of total production, of which almost half goes to the United States.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

President's accident: engagements cancelled

MR. ANTHONY CROSLAND, President of the Board of Trade, has had to cancel his engagements for at least a fortnight as the result of an accident early on Saturday morning, December 7. The President slipped and fell heavily outside his home while loading luggage in his car preparatory to spending a weekend in the country with friends.

His left elbow was broken as the result of the fall, and he was taken to Westminster Hospital. He underwent an operation on Saturday to set the broken bone, and his condition subsequently has been described as satisfactory. The elbow, however, has sustained considerable damage, and Mr. Crosland is likely to be in hospital for some time.

Lord Brown congratulates Clothing Export Council on export record

'I WOULD like to congratulate you on the stimulation that your Council has given to exports in the clothing industry,' said Lord Brown, Minister of State, Board of Trade, speaking at a luncheon of the Clothing Export Council on December 10 in London. 'I watch the figures for textiles and the clothing industry with particular interest.'

Speaking of the clothing industry's export performance, Lord Brown said the figures, 1966 £27 million, 1967 £34 million, were very good and heartening and in no small part due to the efforts made by the Clothing Export Council. It was important, he said, really to know the extent to which the Council and its members contributed to this increase. 'We want to hear of the success of individual firms following their participation in specific missions,' said Lord Brown. 'Such information helps the planning of future export promotions, so I suggest you blaze your successes across the fashion scene for all to admire (and we hope to emulate) and of course you must tell your Council too. After all, an export order isn't a skeleton to be hidden in the family cupboard – its something to be very proud of.'

Lord Brown referred to suggestions that the Government was cutting down financial support for exports. 'Well, I assure you this just isn't true,' he said. 'Here are the figures which cover the total cost to the Board of Trade of support for missions, exhibitions, British Weeks, trade fairs, fashion shows, etc. – including support for your particular activities – 1966/67 – £2.7 million; 1967/68 – £3.6 million; 1968/69 – £4.4 million, and that, of course, is an estimated figure for the whole year.' He believed that these rumours got around because the Board of Trade was running a strict policy of confining its efforts and its financial support to really worthwhile activities. 'Backing the efforts of companies who aren't really organized to perform overseas in a way which does credit to British industry as a whole doesn't do anybody any good. But I can assure you that no worthwhile venture next year will fail to get the same level of support as it has done in previous years.'

Lord Brown said the Clothing Export Council now had nearly 250 members, but there were approximately 7,000 firms in the clothing industry producing something of the order of £650 million worth of goods. 'I would therefore suggest that you say to the 6,750 firms who have not joined the Clothing Export Council and who are not giving it financial support, why not consider doing so now?' he said. 'Exporting is very difficult indeed. You have to learn all sorts of new routines and the paperwork is awful. You have to invest time and money before you get increased sales and increased profits but if you don't enlarge your outlets and become internationally minded, then you are failing to give your business and your colleagues the opportunity, the inspiration and the experience which only international trade can confer upon you. If you confine your trading activities to your own parish, then inevitably you become parochial in your outlook. So, join the Clothing Export Council, make your contribution to it with a smile and in a few years time you will be able to look back and say, "Yes, we did the right thing because mixing with others who will become international in outlook has changed our whole approach to our business, made us more dynamic and made our business more profitable." '

Speaking on the essential need for quality, Lord Brown said: 'Your industry has a name for beautifully made goods; make certain that we enhance it still further; and secondly, deliver on time.' We were beginning to get a feed-back from overseas markets which indicated that many buyers thought our deliveries better than those from some other countries. 'Frankly, I am as tired as no doubt British industry is of continuing reports of bad deliveries, and I think largely they emanate from the fact that if you visit customers, you always hear the worst. Customers don't tell you the best – I think they are afraid of prices going up if they do.'

Speaking of the Export Representative Scheme, Lord Brown said he had held the opinion for some time that many firms were still reluctant to get involved in exporting because they frequently could not find suitable agents or distributors, or were poorly served by existing agents, and at the same time could not for economic reasons consider the appointment of a direct representative or perhaps even the establishment of a sales office. In operating the scheme as far as clothing was concerned, the Board of Trade would seek to co-operate closely with the Council. The aim of the scheme was to assist manufacturers of complementary products to form groups and to set up a joint sales unit overseas in areas where problems on the lines indicated existed.

'We try to find nucleus firms who've got some experience of exporting who are interested in the scheme,' said Lord Brown. 'We want them to suggest other companies making complementary products with whom they would like to share the expense of an overseas representative or sales office. We've worked out the ground rules; we want to get that group together and discuss the feasibility in a particular market of getting cracking. We may be able to do a market research for the group using professional consultants if they will pay half of the cost. We undertake to try and find suitable salesmen or whatever facilities are required overseas and offer them up to the group. Frankly we are not offering to put a lot of our own money into this; we are trying to co-ordinate firms who are interested in the idea and bring together in a group firms that might not otherwise get together for a joint effort.' Lord Brown said the scheme had been operating for less than three months but 'we have 32 positive starters and 36 tentative starters already. Amongst them are three firms in the clothing trade. The markets in which they are interested are EFTA, Germany, Spain, Italy and West Africa. If you are interested, then contact your nearest Board of Trade Regional Office.' (*Addresses in December 6 issue, page* 1578).

Turning to transport, Lord Brown recommended a study of the use of container transport and air freight. 'The through transport systems, of which containers are a part, do sometimes offer substantial reductions in the cost of packing, they reduce the risk of pilferage and in many cases of insurance, and they make transport faster,' he said. 'I urge you therefore not to dismiss these two new forms of transport as new-fangled or not fully developed or too expensive, but to examine them with reference to your particular needs.'

BNEC chief speaks on competing with clothing imports

A PLEA to clothing manufacturers to try and sell more on the home market without jeopardizing their exports was made by Sir Peter Runge, chairman of the British National Export Council in London on December 10. He told the Clothing Export Council: 'Britain's clothing manufacturers have done a wonderful job in making London the Number One fashion centre. The growth of their export business these past few years has been truly impressive. But in the ephemeral world of fashion merchandising today's ideas are copied all over the world tomorrow and you are constantly running up the down escalator trying to keep ahead.

'In the first 10 months of this year clothing exports were up 25 per cent or £13.3 million on the first 10 months of 1967. This is really splendid. I pray that your dynamic and adaptable industry can keep up this great record; but I also pray that at the same time you can sell more on the home market. For, sad to relate, imports of clothing for the same period rose by £25.7 million or 38 per cent. Quite a lot of people overseas must be doing very nicely, thank you, out of the enormous spending power in the hands of the young, today. It would be nice if British manufacturers could have an even greater share of this domestic market without jeopardizing their exports.'

Monopolies Commission's report on the supply of electric lamps

THE REPORT of the Monopolies Commission on the supply of electric lamps was published on December 5.

The Monopolies Commission were asked by the Board of Trade in February 1966 to investigate whether monopoly conditions, as defined in the monopolies legislation, existed in the industry, and, if so, to consider whether the monopoly conditions or any practices followed in connection with them, were against the public interest. Broadly, 'monopoly conditions' prevail where at least one third of the supply of a commodity is in the hands either of a single firm or an number of firms which so conduct their affairs in any way as to restrict competition.

The conditions defined in the monopolies legislation

The Commission found that monopoly conditions did prevail because British Lighting Industries Ltd. supplied more than one third of the electric lamps supplied in the United Kingdom; and because more than one third of the electric lamps supplied in the United Kingdom was supplied by persons, namely British Lighting Industries Ltd., GEC (Osram) Ltd., Philips Electronic and Associated Industries Ltd., and Crompton Parkinson Ltd., who so conducted their respective affairs as to restrict competition in that

(a) they each recommended resale prices;
(a) they each related prices to individual buyers to the buyer's total purchases from all suppliers;
(c) they exchanged information about the total purchases of wholesaler and user buyers and about discounts granted to such buyers, and generally informed each other about changes in prices or discounts;
(d) they disclosed to each other the details of new types of lamp in advance of marketing them;
(e) Glass Bulbs Ltd., Lamp Caps Ltd., and Lamp Presscaps Ltd., who are owned by BLI and GEC, and who each are the sole manufacturer of certain components for electric lamps, discriminated between buyers in the prices charged for those components.

The public interest

The Commission concluded that neither BLI's monopoly position in itself, nor the manufacturers' practice of disclosing to each other the details of new lamps, operated against the public interest. But they concluded that the manufacturers' practices of recommending resale prices, or relating prices to a buyer's total purchases from all suppliers and of exchanging information about prices, discounts and sales did operate against the public interest, as did the price discrimination on the part of those component manufacturers who were owned by BLI and GEC and were sole manufacturers of certain components.

Remedies

The Commission recommend the following remedies:

(a) lamp manufacturers should no longer recommend resale prices for electric lamps, nor should they use lists of retail prices as a basis for trading;
(b) in their standard terms lamp manufacturers should no longer base any of their standard discounts on buyers' total purchases from all sources or other assessment of total purchasing potential;
(c) all exchange of information between lamp manufacturers concerning prices, discounts and related trading arrangements should cease;
(d) Glass Bulbs, Lamp Caps, and Lamp Presscaps should charge for supplies of lamp components to their parent companies on the same basis as they charge for supplies to other customers; the range of quantity terms given by these component manufacturers should be only such as can be justified by actual variations in costs; whatever scales of quantity discounts or rebates they proposed to apply should be submitted, together with cost justification, to the Board of Trade for approval.

The Commission also expressed the hope that there should be more genuinely competitive bidding for public contracts; that the manufacturers should re-examine the desirability of offering a long-life lamp for sale to domestic consumers; and that membership of the Electric Lamp Industry Council should be available to all lamp manufacturers on terms which they can afford.

Copies of the report are obtainable in two volumes from HMSO, 49 High Holborn, London, W.C.1 (price £1 5s.), or by post from HMSO, PO Box 569, London, S.E.1 (price £1 6s.).

New reference to the Monopolies Commission—the supply of fire insurance

MR. ANTHONY CROSLAND, President of the Board of Trade, announced on October 11 that he proposed to ask the Monopolies Commission to investigate the supply of fire insurance. The reference was made on December 9 and is printed below.

The Monopolies Commission have been asked to investigate whether monopoly conditions exist, and if so, whether they operate against the public interest. Any person or organization wishing to offer evidence in relation to this matter should write to the Secretary, Monopolies Commission, 8 Cornwall Terrace, Regent's Park, London, N.W.1.

THE MONOPOLIES AND MERGERS ACT, 1948 & 1965: REFERENCE TO THE MONOPOLIES COMMISSION – FIRE INSURANCE

WHEREAS IT appears to the Board of Trade that conditions to which the Monopolies and Restrictive Practices (Inquiry and Control) Act, 1948, as amended by the Monopolies and Mergers Act, 1965, applies prevail or may prevail in respect of the supply of fire insurance:

Now, therefore, the Board of Trade in pursuance of Section 2 (1) of the said Act of 1948 as amended by Section 2 of the said Act of 1965, hereby refer to the Monopolies Commission for investigation and report the supply in the United Kingdom of such insurance.

The Commission shall in respect of the provision of the said service investigate and report:

(i) whether the conditions to which the said Act, as so amended, applies in fact prevail, and, if so, in what manner and to what extent;
(ii) on the things which are done by the parties concerned as a result of, or for the purpose of preserving, those conditions;
(iii) whether the said conditions, or all or any of the things done as aforesaid, operate or may be expected to operate against the public interest.

In this reference 'fire insurance' means insurance against risks of loss by fire of, or damage by fire to, property situate in the United Kingdom (whether or not other risks are insured against in addition to such loss or damage) under a contract the effecting and carrying out of which constitutes property insurance business as defined in section 59(9) of the Companies Act, 1967.

Dated this 9th day of December, 1968.

An Under-Secretary of the Board of Trade.

Notes:

Under the Monopolies and Mergers Act, 1965, the Board of Trade are empowered to make references to the Commission in relation to the supply of services in any case where it appears that monopoly conditions prevail. Examples of monopoly conditions defined in the legislation are:

(i) where at least one-third of all the goods or services of a particular description supplied in the United Kingdom are supplied by one firm, or two or more firms forming part of a group;
(ii) where several firms, who together supply one-third or more of goods or services of a particular description, are so conducting their affairs, whether by agreement or arrangement or not, as to restrict competition in the supply of the goods or services (except where they are doing so in pursuance of an agreement which is registrable under the Restrictive Trade Practices Act, 1956 and so susceptible to examination by the Restrictive Practices Court).

The decision to make a reference to the Monopolies Commission is not intended in any way to prejudge the question whether or not monopoly conditions or practices exist which operate against the public interest. It is for the Monopolies Commission to consider where the public interest lies in the light of a thorough investigation into the facts.

The Monopolies Commission have monopoly references under investigation relating to beer; estate agents' services; rods for cigarette filter tips and metal containers.

Consideration of mergers by the BoT

In carrying out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following five proposed mergers to the Monopolies Commission under the provisions of that Act:

(i) Mather & Platt Ltd. and Harland Engineering Co. Ltd.
(ii) Studebaker-Worthington Inc. and Worthington-Simpson Ltd.
(iii) Solar Industries Ltd. and Silent Channel Co. Ltd.
(iv) Ozalid Co. Ltd. and Nig Securities Ltd.
(v) Trafalgar House Investments Ltd. and City of London Real Property Co. Ltd.

Applications for temporary exemption from import duty

The Board of Trade are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by December 27, 1968.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.08	2, 4-Dichlorophenyl 4-nitrophenyl ether.	As in previous column .	December 31, 1969	13235
29.11	4-Hydroxybenzaldehyde .	As in previous column .	December 31, 1969	13236
73.14	Iron-nickel alloy wire, copper-clad and nickel-plated, having an overall diameter of not less than 400 microns and not more than 450 microns, the nickel plating being not less than 5 microns and not more than 30 microns in thickness; the whole containing not less than 20% by weight of copper, not less than 25% by weight of nickel and not less than 40% by weight of iron, and having, when measured on an 0·20 metre length, a percentage elongation not less than 18 and not more than 25, and a tensile strength not less than 430 newtons per square millimetre and not more than 530 newtons per square millimetre, the rate of straining being 50 millimetres per minute.	Nickel-plated Dumet wire	December 31 1969	9939

WORK OF BRITISH STANDARDS INSTITUTION

The British Standard Institution (*British Standards House*, 2 *Park Street, London, W*.1) *is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from rewriting thousands of British Standards in metric form,*

Import deposits

The Customs (Import Deposits) Bill which would require that as from November 27, 1968, refundable deposits to be paid to Customs on certain imports, received the Royal Assent on December 5.

Details of the scheme were published in the *Board of Trade Journal* of November 29.

Since November 27, Customs have been accepting bonds as security for payment of import deposit on the Bill receiving Royal Assent. From now on, chargeable goods can be released only on payment in cash or by banker's draft or guaranteed cheque.

Import deposit: relief for goods for export

HM Customs and Excise announced on December 3 that a Government amendment to the Customs (Import Deposits) Bill alters the provisions relating to relief from Import Deposit for goods for export. The principal effect of the amendment is to provide independent relief arrangements which will be operated by the Customs on their own authority.

A new public notice, No. 482 (see below), giving details of the relief arrangements as now proposed, has been issued. It supplements the information about Import Deposits given in Notices Nos. 481 and 481A (see *Board of Trade Journal*, November 29, pages 1456-1458). Supplies will be in the hands of local Customs Offices in a few days.

There are various schemes of relief designed to meet various circumstances. It should be possible for all importers to obtain relief from Import Deposit if it is intended at the time of importation to export the imported goods (or goods manufactured or produced from or incorporating them). The claim for relief should be made on the Customs entry. Local Customs Officers should be consulted for further advice.

HM Customs and Excise Notice No. 482:

IMPORT DEPOSIT: RELIEF FOR GOODS FOR EXPORT

1. This notice supplements Notice No. 481, paragraph 15(b). Relief from Import Deposit will be allowed when imported goods, or goods manufactured or produced from them or incorporating them, are exported. (In certain cases relief may be allowed on the exportation of equivalent goods.) Relief is allowable only to the importer, or other person named as paying the import deposit; but, subject to the co-operation of other persons concerned in producing the necessary evidence, it does not matter if the goods are exported by someone else.

2. Relief will be allowed under one of the following schemes:

Scheme I, where the goods are liable to duty under the Import Duties Act 1958 and remission of this duty is authorized under section 7 of that Act (or under section 1 of the Finance Act 1966) by a letter from Customs headquarters *already in force at the time of the importation in question.*

Scheme II, remission of a proportion of Import Deposit for goods imported in the course of a mixed home-market/export trade.

Scheme III, remission of Import Deposit for goods (all or part of a consignment) earmarked for exportation at the time of importation.

Scheme IV, early repayment of Import Deposit for goods actually exported.

3. For *Scheme I* the claim for relief from the ordinary duty on the Customs entry should include a claim for relief from Import Deposit.

4. For *Scheme II* the local Customs Officer issues a percentage relief certificate: it is limited to particular kinds of goods (specified by Tariff classification), but not to particular importations, periods, quantities or values. It permits a specified percentage (by value) of every importation to be released free of Import Deposit, regardless of the actual disposal of the consignment in question. A certificate will be issued if the Officer is satisfied that goods of the kind in question will be re-exported to the extent of the specified percentage of imports taken as a whole. Different percentages may be specified for different kinds of goods.

5. For *Scheme III* the local Customs Officer issues an individual relief certificate; it is limited to a specified importation or series of importations and/or a specified quantity or value of goods. It

is issued when the Officer is satisfied that there is a firm prospect of re-exportation, and that a percentage relief certificate under Scheme II is inappropriate.

6. For *Scheme IV* evidence of *actual* exportation must be produced to the local Customs Officer, who should be consulted about the form of evidence acceptable. If satisfied, he will arrange for refund of Import Deposit before the 180-day period expires, if it has more than a month to run. Early repayment cannot be made until after actual exportation, so the other schemes are preferable if possible.

7. Schemes I, III and IV cannot be applied to goods of a kind covered by a percentage relief certificate under Scheme II, but, subject to this, an importer can use any combination of the schemes appropriate to his circumstances.

8. Where an importer expects to obtain a relief certificate under Scheme II or III, but it is not practicable for it to be issued in time for goods to be cleared wholly or partly free of Import Deposit, a declaration may be made on the Customs entry in the following terms:

Where a percentage relief certificate is expected (Scheme II)

I/We claim relief from Import Deposit on goods classified under Tariff heading......in this importation. The importer has applied or will apply for a percentage relief certificate.

Where an individual relief certificate is expected (Scheme III)

I/We claim relief from Import Deposit on
the whole of this importation, or
. . . (quantity and value)

The importer has applied or will apply for an individual relief certificate.

The import Collector will then take cash equal to the Import Deposit potentially due as security. (A Control Form C. & E.139, should be completed and lodged with the Customs entry just as if relief were not being claimed.) The cash security will be refunded in full or proportionately after a relief certificate is produced. If it is a percentage relief certificate, the period during which the cash is held will count towards the 180 days' Import Deposit period for the proportion not eligible for relief. If a relief certificate is refused, the full amount will be refunded automatically after 180 days.

9. Where the importer holds a relief certificate when the Customs entry is lodged, a declaration should be made on the Customs entry in the following terms:

Where a percentage relief certificate is held (Scheme II)

I/We claim relief from Import Deposit on......per cent of the value of goods classified under Tariff Heading......in this importation, as authorized by the importer's relief certificate No. ....

Where an individual relief certificate is held (Scheme III)

I/We claim relief from Import Deposit on the whole of this importation (quantity and value) as authorized by the importer's relief certificate No....

10. Where a clearing agent is employed it is important that he should be instructed to make the appropriate declaration when the entry is lodged with the Customs; it is too late to raise the matter afterwards, and refunds of Import Deposit collected as such can be made only as indicated for Scheme IV, i.e. after actual exportation. On the other hand, care must be taken that the declaration is not made if it does not fit the facts, as this would constitute a false declaration for Customs purposes.

11. Is should be noted that exports for which EFTA tariff treatment will be sought cannot be counted as exports for the purpose of relief from Import Deposit.

12. Further information may be obtained from the local Customs Officer.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page 1578 of December 6 issue.)

Prevention of Fraud (Investments) Act 1958

Dealers in Securities

THE FOLLOWING changes have taken place during November in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Change of address

Lonscot Securities Limited, 91/93 Bishopsgate, London, E.C.2.

Change of name

The name of Fordham Investment Group of Companies Limited has been changed to Fordham Securities Limited.

Exempted Dealers

Addition

Girard Trust Bank, 90 Queen Street, London, E.C.4.

Deletion

The Anglo-French Exploration Company Limited, 40 Moorgate, London, E.C.2.

Change of name

The name of Burston, Howard de Walden & Co. Limited has been changed to Burston & Texas Commerce Bank Limited.

Authorized unit trust schemes

THE FOLLOWING changes have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1968 Particulars of Dealers in Securities and of Unit Trusts. These changes are in addition to those published in the *Board of Trade Journal* of June 14 and October 11, 1968.

Additions

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
J. Henry Schroder Wagg & Co. Limited, 120 Cheapside, London, E.C.2.	Schroder Capital Fund.	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3.
J. Henry Schroder Wagg & Co. Limited, 120 Cheapside, London, E.C.2.	Schroder Income Fund.	Lloyds Bank Limited, 71 Lombard Street, London, E.C.3.
Edinburgh Securities Company, Limited, 4 Melville Crescent, Edinburgh.	Crescent Fund.	The Royal Bank of Scotland, P.O. Box 51, St. Andrew Square, Edinburgh 2.
Janus Securities Limited, Blomfield House, 85 London Wall, London, E.C.2.	Janus Growth Fund.	The Royal Bank of Scotland, P.O. Box 51, St. Andrew Square, Edinburgh 2.
Transatlantic and General Securities Company Limited, Lee House, London Wall, London, E.C.2.	Vanguard Growth Fund.	Barclays Bank Limited, 54 Lombard Street, London, E.C.3.
Stratton Trust Managers Limited, 8 Bishopsgate, London, E.C.3.	Stratton Trust.	Glyn Mills & Co., 67 Lombard Street, London, E.C.3.
Scottish Save and Prosper Group Limited, 5 St. Andrew Square, Edinburgh 2.	Scotexempt Growth.	The Royal Bank of Scotland, P.O. Box 51, St. Andrew Square, Edinburgh 2.
Scottish Save and Prosper Group Limited, 5 St. Andrew Square, Edinburgh 2.	Scotexempt Yield.	The Royal Bank of Scotland, P.O. Box 51, St. Andrew Square, Edinburgh 2.
Scottish Save and Prosper Group Limited, 5 St. Andrew Square, Edinburgh 2.	Scotlaps.	The Royal Bank of Scotland, P.O. Box 51, St. Andrew Square, Edinburgh 2.
Lloyds Bank Unit Trust Managers Limited, 71 Lombard Street, London, E.C.3.	Lloyds Bank Second Unit Trust.	Alliance Assurance Company Limited, Bartholomew Lane, London, E.C.2.
Wm Brandt's Sons & Co. Limited, 36 Fenchurch Street, London, E.C.3.	Wm. Brandts Capital Fund.	London Life Trustees Limited, 81 King William Street, London, E.C.4.
Wm. Brandt's Sons & Co. Limited, 36 Fenchurch Street, London, E.C.3.	Wm. Brandts Income Fund.	London Life Trustees Limited, 81 King William Street, London, E.C.4.
Ebor Securities Limited, 31/32 King Street, London, E.C.2.	Ebor Commodity Pension Trust.	General Accident Fire and Life Assurance Corporation Limited, General Buildings, Perth.
Janus Securities Limited, Blomfield House, 85 London Wall, London, E.C.2.	Janus Fund of Selected Investment Trust Shares.	The Royal Bank of Scotland P.O. Box 51, St. Andrew Square, Edinburgh, 2.

Changes

Hodge Unit Trust Managers Limited are now the managers of

Welsh Dragon Trust in place of Welsh Dragon Securities Limited.

The name of Selective Unit Trust, Series 'C' has been changed to The Investors Growth Fund.

The name of Unicorn Trust has been changed to Unicorn Capital Trust.

The name of Education Unit Trust has been changed to Education Technology and General Unit Trust.

The name of Midland Counties Provident Unit Trust has been changed to Counties Unit Trust and the following names should be deleted:

London Provident Unit Trust
North Eastern Provident Unit Trust
North Western Provident Unit Trust
Southern Unit Investors Trust.

The name of Falcon Trust should be deleted.

Slater, Walker Trust Management Limited are now the managers of Invan Unit Trust in place of Investment Analysis Management Limited.

French exchange control regulations

THE DECREE which re-established exchange control in France with effect from November 25 (see *Board of Trade Journal* of December 6, page 1597), provided for various implementing regulations to be issued in due course. The implementing regulations concerning the repatriation of the product of exports of goods or services appeared on the same date and stated that this repatriation must take place within one month from the date of payment. This date of payment must normally be within six months from the date of delivering of the goods.

So far as the purchase of foreign currency for imports is concerned the circular dated December 4, deals rigorously with the forward buying of foreign exchange. Such forward buying is now only allowed for a very restricted and specified number of items, mostly raw materials, and even for these only within a limit of one month. For all other imports, including all manufactured goods (both capital and consumer) forward buying of foreign currency is forbidden and all such commitments undertaken before November 25 must be cancelled within a period of eight days from December 4. The provisions made under an earlier circular dated November 26, permitting the continued payment of contractual instalments does not however appear to have been withdrawn.

This regulation is considerably more severe than had been expected from a temporary circular published on November 24, which had given the impression that the measures were only aimed at speculators, and that genuine forward buying for goods would be controlled by the system of domiciliation of the papers with a bank. The new disposition means that importers will either have to take on themselves the full risk of devaluation, or persuade their foreign buyers to carry the risk by invoicing in French francs.

This information has been received by telegram from our Embassy in Paris and no further details were available when the *Board of Trade Journal* went to press on December 10. Inquiries about this notice should be addressed to the Board of Trade ESB, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 248 5757, Ext. 423, 408, 288).

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEE	SUBJECT-MATTER
	November 8, 1968	
753,645	Standard Telephones and Cables Ltd.	Electric pulse modulating and demodulating circuits.
763,734	Standard Telephones and Cables Ltd.	Electrical circuits employing transistors.
791,933	Standard Telephones and Cables Ltd.	Telecommunication systems.
808,541	Standard Telephones and Cables Ltd.	Circuit arrangement for the transmission of signals in shaft winding systems, from and to the cage.
845,292	Standard Telephones and Cables Ltd.	Electronic spectroanalysis computer.
861,415	Standard Telephones and Cables Ltd.	Electromagnetic switching devices in sealed vessels.
902,382	Standard Telephones and Cables Ltd.	Circuit arrangement for varying the remanent flux in a magnetizable element.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

Patent Office.

Prime Minister to visit Bonn

MR. HAROLD WILSON, the Prime Minister, has accepted an invitation from the Federal German Chancellor, Dr. K. Kiesinger, to visit Bonn from February 11 to 13, 1969. Mr. Wilson will visit Berlin on February 14.

Command Paper on promotion of exports

THE REPORT 'Promotion of Exports' – observations by the President of the Board of Trade and the Secretary of State for Foreign and Commonwealth Affairs on the Sixth Report from the Estimates Committee, was published on December 11 as House of Commons Paper No. 365, Session 1967-1968. Copies of the Paper (Cmnd. 3854) are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 1s. 3d.

OVERSEAS PRESS AND MEDIA RECEPTION

Lord Brown (left), Minister of State, Board of Trade, with Mr. and Mrs. George Clare at the annual reception given by the Overseas Press and Media Association held recently in London. Mr. Clare, who is President of OPMA, launched the 1969 *edition of the Overseas Media Guide on this occasion.*

Lord Brown welcomes new export news service to Latin America

A NEW service offering British help in Latin America was launched by Universal News Services on December 4, with a send-off message from Lord Brown, Minister of State, Board of Trade.

Stories in Spanish and Portuguese will be transmitted by radio teletype to offices in the capitals of 18 countries. These offices will distribute the stories among over 100 news media in over 30 cities.

'As the Minister responsible for the promotion of exports', Lord Brown said: 'I very much welcome this extension of the Universal News Services International Services, which should be of value to exporters in assisting them to get the latest news of British industry in the important Latin American market.

'Industry has an impressive story to tell and this new outlet comes at a time when particular attention is being paid to this burgeoning market by British companies as represented by the British Industrial Exhibition which is taking place in Sao Paulo, Brazil, in March 1969'.

Board of Trade Journal annual subscription

FROM JANUARY 1, 1969 the annual subscription for the *Board of Trade Journal* will be £6 18s. 6d. instead of £6 12s. 8d. This adjustment is being made in consequence of the recent increase in postal rates.

Viyella to acquire Cyril Lord

MR. BRIAN FAULKNER, Northern Ireland Minister of Commerce, announced on December 6 that he had been advised that agreement had been reached between the Receiver of Cyril Lord Ltd., and Viyella International Ltd., to acquire all the manufacturing assets of the company in Northern Ireland. Negotiations had simultaneously been conducted between the Ministry and Viyella for the maintenance of the company's activities in Northern Ireland.

As a result of these negotiations the Minister is happy to state that Viyella International Ltd., have agreed.

(1) to take over the Donaghadee factory and to aim at an increase of 20 per cent of the existing labour force of approximately 700 as soon as possible

(2) to take a two-year lease of the Carmoney factory for the manufacture of candlewick products. During this period the company will examine the most effective use to which the factory can be put, and

(3) to enter into immediate discussions with the Ministry for the purpose of locating a warp knitting, dyeing, finishing and printing plant. This will be of the most advanced international standard incorporating the latest technological innovations of their subsidiary Gainsborough Cornard. It would be the intention of the company to utilize the Rathgael factory for this purpose provided that water and effluent problems can be overcome.

Viyella International already have substantial variegated manufacturing interests in Northern Ireland and it is the aim of the Group progressively to expand their labour force substantially.

The Minister expressed his appreciation of the way in which Mr. Joe Hyman had co-operated in extremely complex negotiations.

Art print company expands in Northern Ireland

MR. BRIAN FAULKNER, Northern Ireland Minister of Commerce, has announced that C. P. Productions Ltd., is being given the tenancy of a Government advance factory of 33,000 sq. ft. at Old Hillsborough Road, Lisburn, Co. Antrim.

Mr. Faulkner said: 'The factory, which will come into operation shortly, will be used for the manufacture of picture and photo frames, wedding albums, domestic ware, table mats, calendars and allied products, and it is intended that employment will rise within five years to 240 people, of whom over half will be men. The company's present activities at Athol Street and Northumberland Street, Belfast, will be transferred to the new factory.'

Textile firm's expansion in Northern Ireland

FRANKLIN MILLS, originally a London firm in the textile industry, set up a 30,000 sq. ft. warp knitting and dyeing project at Lurgan, Co. Armagh, in 1964. Mr. Brian Faulkner, Minister of Commerce, Northern Ireland, recently announced that the company has been given the tenancy of a Government advance factory of 33,000 sq. ft. at Newry, Co. Down.

The factory, which will come into operation shortly, will be used for the warp knitting, dyeing and finishing of nylon yarn. Employment will be given initially for 24 people rising to nearly 100, 90 of whom will be men. Recruitment of employees is to start immediately. Mr. Faulkner said that the expansion by Franklin Mills at Newry coupled with the recent decision of William Hutchinson (Yarns) Ltd., to establish a factory in Londonderry would provide a useful addition to the increasing demand for finishing, dyeing and processing services required by man-made fibres companies in Northern Ireland.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

Three advance factories in Scotland let

SIR ROBERT A. MACLEAN, chairman of the Scottish Industrial Estates Corporation has announced new tenants for a further three advance factories, which have been approved by the Board of Trade, at Glasgow, Douglas and Inverness.

Sir Robert said that the 50,000 sq. ft. factory at Queen's Park, Glasgow, was being taken over by Goujon (Paper Togs) Ltd., a subsidiary of the Bolton Textile Mill Co., Ltd. It is estimated that they will require more than 400 workers for this plant.

At Douglas, Lanarkshire, the factory is to be occupied by A. Boardman Ltd., manufacturers of industrial plastic components. The factory will provide additional production space for the expansion of existing contracts and new export outlets. The number of new jobs is around 120.

The new tenants at the Inverness Estate are Marchvale Music Ltd., a Nottingham company, which plans to employ about 60 people manufacturing electronic musical instruments.

New plant in Highlands for Markon Engineering

THE MARKON Engineering Co. Ltd., who manufacture electric generators at Oakham, Rutland, have received the backing of the Highlands and Islands Development Board for the establishment of a Scottish subsidiary – the Markon Engineering Co. (Scotland) Ltd. – at Dalcross near Inverness to produce generators of up to 4 kilowatts. Initially the venture will provide 25 jobs – two-thirds of them for men.

Production is scheduled to begin in January from temporary premises adjacent to the site on which the company are to build a 6,000 square feet factory with provision for extension and further development.

New industry for Hawick

B. AND T. (ESSEX) LIMITED, one of the leading United Kingdom manufacturers of tubular steel toys and cycle accessories, have decided – subject to Board of Trade grant approval – to move their entire production from Hoddesdon, Hertfordshire, to a 50,000 sq. ft. factory on the Hawick estate.

The successful outcome of negotiations with Hawick Town Council was announced on December 4, in a joint statement by the company, the Town Council, and the Scottish Council (Development and Industry). The firm's operations will be gradually phased out from Hoddesdon over the next year and it is expected that full production at Hawick will begin in the spring of 1970. Executives and some key workers will come north with the company, but almost the entire labour force of 130 – half of them men – will be recruited locally. A 100,000 sq. ft. expansion is planned within five to ten years and employment may reach 180.

Changes in primary standards of measurement

THE DIRECTOR of the Ministry of Technology's National Physical Laboratory has announced that changes will be made relating to the values of some of the United Kingdom primary standards of measurement maintained at NPL Teddington.

These changes are the consequence of resolutions passed at a meeting of the Comite International des Poids et Mesures, held in Paris on October 14-17, 1968, to which the United Kingdom was a party. Alterations in the values assigned to the United Kingdom primary standards of measurement are made from time to time in order to ensure consistency with the international standards of the metric system. The last occasion such changes were made was in 1948.

The changes are sufficiently small that they will affect only manufacturers and users of extremely precise instruments. Most of the instruments and meters used in commerce will not be affected.

How Timpo Toys struck it rich in a Development Area.

Timpo Toys are successful manufacturers of model toys. Over two thirds of their production is exported. In 1964 their order books were growing but they were having to make do with four cramped factories spread around London.

Then they arranged a meeting with the Board of Trade to look at what the Development Areas had to offer. At Shotts, Lanarkshire, in Scotland, they were shown the right factory, ready and waiting. It cost them one fifth the rental that had been asked for comparable factory space in London. They found a ready supply of adaptable labour. They also got capital grants for new machinery and assistance with their moving expenses.

Today there are even better opportunities in Development Areas (Scotland, Wales, the North, Merseyside and the South-West). Grants can cover 25% of building costs for a new factory (in some cases 35%). There are investment grants for new manufacturing plant and machinery—45% on expenditure incurred in 1968, 40% in 1969. Employment Premiums are £97.10s. p.a. for every man on the payroll. And there's an extra £10 per week for every additional man undergoing approved training.

Even in their first year at Shotts, Timpo Toys showed a profit. Since then they've already extended their 32,000 sq. ft. factory by another 40,000 sq. ft. and now they're planning another extension.

If you'd like to know more about the Development Areas, fill in the coupon, and we'll send you some interesting reading.

If you'd like more information about the Development Areas and Northern Ireland, fill in this coupon or phone us. We'll send you "Room to Expand", the complete range of illustrated, explanatory literature.

NAME AND POSITION IN COMPANY ____________________

____

COMPANY NAME ____________________

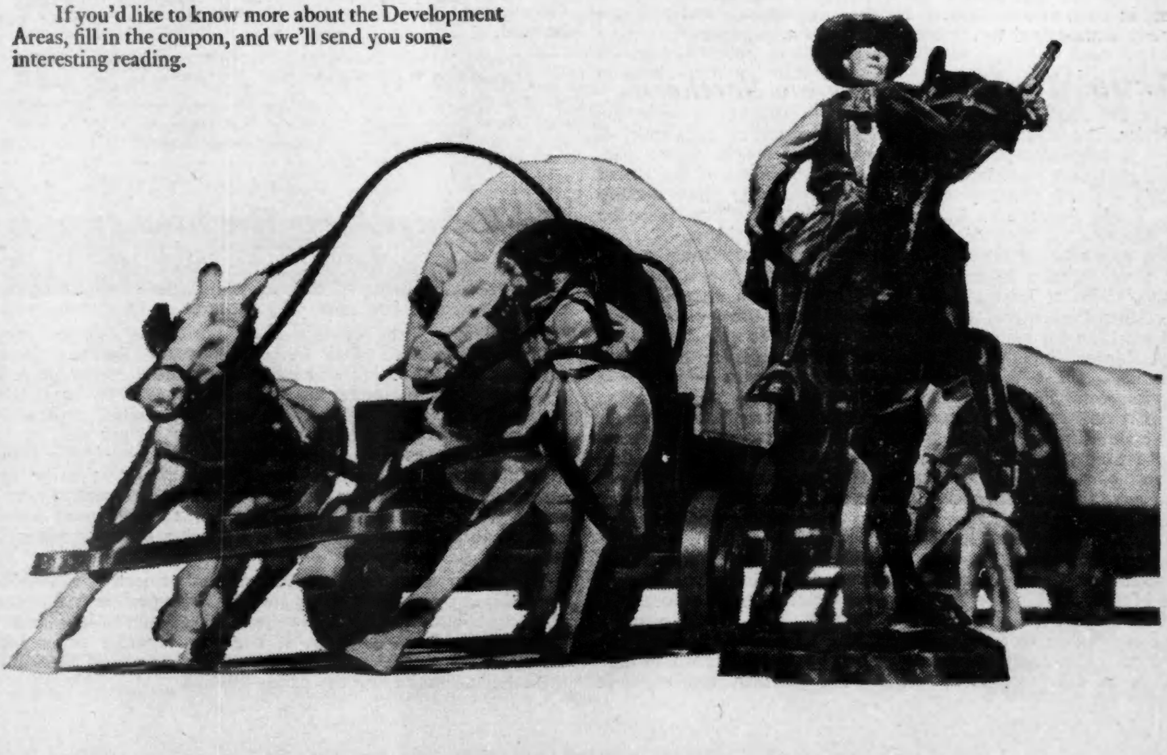
ADDRESS ____________________

____

TYPE OF BUSINESS ____________________ BTJ 20

To: INDUSTRIAL EXPANSION at the BOARD OF TRADE
1 Victoria Street, London, S.W.1.
Telephone: 01-222 7877. Ext. 3333.
Or your nearest Board of Trade Regional Office.

Contact Industrial Expansion at the Board of Trade



Aviation and Shipping

Shipping industry's contribution to British economy

—The President

'A COMPETITIVE and efficient shipping industry is vital to our economy – vital to both our visible and invisible trade. I need not stress to this audience the importance of invisible transactions to our balance of payments. Our net earnings on invisibles have shown a marked and encouraging upward trend in recent years. In 1966, they averaged £13 million a month; in 1967, £19 million a month; in the first half of this year, £21 million a month seasonally adjusted; and I shall be surprised if the third quarter does not show a still further improvement. During the same period, the contribution of your industry has risen from £115 million in 1966, to £172 million in 1967, and still further to the first half of this year.'

This was said by Mr. Anthony Crosland, President of the Board of Trade, when he addressed the guests at the Chamber of Shipping dinner in London on December 4.

Continuing, the President reminded the guests of the shipping industry's difficult period when profits had been low, and they had been faced with unprecedented changes, both technological and managerial symbolized by the super tanker, the big bulk carrier and the container ship. However, as an industry, they had risen to this challenge; on the one hand, they had increased their capital investment from £115 million in 1966 to £160 million in 1967, and to an annual rate of nearly £180 million in the first half of this year. On the other hand, there had been a radical alteration in the structure of their industry, with the establishment of consortia to operate container services, and to undertake freight contracts with bulk carriers.

'I am particularly heartened by the steps which British shipowners have taken in the past year towards the development of container services. This involves a very considerable investment, not only in ships and containers, but also in terminals and administration. It is important to the economy that the huge sums involved should be used wisely, and should provide a better return on capital than has been the case with some shipping investment in the past. There are still plenty of problems to be solved here – not least the need to ensure the active collaboration between the sea carrier, the inland carrier, and the shipper or consignee, if effective through-transport is to be achieved. I am, therefore, particularly glad that a predecessor of mine as President of the Board of Trade – Lord Thorneycroft – has accepted the chairmanship of the Trade Procedures Committee, which is to look into the whole question of documentation,' added the President.

'When speaking of investment, there are two additional points which I would like to make. First, I must on behalf of HM Ministers claim at least a little credit for the considerable fiscal and investment incentives which we give to your industry. Secondly, I must mention an industry which has close links with your own, namely, shipbuilding. Devaluation, and the re-organization of the industry with the help of the Shipbuilding Industry Board, have greatly improved its competitive position, as we can see from the sharp increase which has taken place in the industry's order book. This is a development which we all heartily welcome, and I have no doubt that you will all take account of the changed situation when you come to consider placing further orders. You will see that we have just published a Bill to extend the credits which may be guaranteed under Section 7 of the Shipbuilding Industry Act by another £200 million,' he said.

The President went on to say that the Government had announced that they would bring forward proposals for amending the Merchant Shipping Acts, in accordance with the recommendations of Lord Pearson's Court of Inquiry. This should prove a useful contribution to modernization, and he would like to thank all sides of the industry for the most helpful assistance which they had given in the preparatory work. This was only one example of the fruitful co-operation which existed between the Government and the shipping industry.

The Government and the industry shared a close interest in a number of current issues in the international field to mention two of the widely differing examples. Firstly, the closure of the Suez Canal. 'I am very conscious of the damage which this has caused to the interests both of your industry and of the country as a whole, and we are continuing to give our full support to the efforts of Dr. Jarring, the United Nations Special Representative, to secure a general settlement in the Middle East.

'Secondly, I attended the first week of the Second UNCTAD Conference earlier this year as leader of the United Kingdom delegation, and so I fully appreciate that shipowners in this country, and in other maritime countries, regard the proceedings of UNCTAD with some reservations. But I am sure that the Chamber, and those of its members who are involved in liner conferences, recognize the need to maintain good relations with the developing countries; and will be prepared to study sympathetically, within the limits of what is commercially feasible, the various requests for action by shipping conferences which are contained in the resolutions of the New Delhi Conference.'

The President said that he was anxious to ensure that the interests of British shipowners are properly taken into account at UNCTAD meetings. 'We have been fortunate in receiving helpful briefing from the Chamber, and I am most grateful for the excellent advice, and help on the spot, with our delegation at New Delhi received from Sir John Nicholson, Sir Errington Keville, Mr. Hudson and Mr. Eversden.

'Relations between the Government and the Chamber are extensive, and I hope cordial. This is as it should be, but it does not mean that there is no room for improvement. Our relationship must involve, to keep in step with the changing needs of both Government and industry.

'If we in the Government are to present a case for you internationally, we must be told fully and in good time what the problem is, and how it affects your interests. It is only through frank consultation with one another that we can be sure of distinguishing between the sort of foreign intervention which is irritating, but which can be absorbed without much difficulty; the sort of intervention which may be trifling in itself, but may open the door to something more objectionable; and the sort of intervention which is likely to have a direct and substantial impact on the earnings of British shipping.'

Referring to Lord Rochdale's Committee of Inquiry, the President said he was sure that the report would present both the industry and the Government with a challenge, and he was encouraged by the determination of the industry to make a positive and progressive response to the challenge of Rochdale. 'We in the Goverment certainly intend to respond in just the same way', he said.

Mr. Rodgers opens Heathrow cargo tunnel

MR. WILLIAM RODGERS, Minister of State, Board of Trade, deputising for Mr. Anthony Crosland, who is in hospital following an accident, opened the new cargo tunnel at Heathrow Airport on December 9.

The rapid growth of air freight has created the need for specialist areas for the quick and efficient handling of cargo. A site on the south west perimeter of the airport has been chosen for this purpose – well away from the crowded central area where the passenger terminals are. However, a good 50 per cent of cargo is at present still carried on passenger aircraft and if the benefits of a single cargo area are to be fully realized this cargo must be moved in bond from passenger aircraft in the central area to the cargo terminal. This is the reason for the 900 yard tunnel – a considerable feat of engineering – passing under the busy No. 5 runway.

The cargo terminal – a £23 million project – which becomes operational over the next six months, is expected to make a valuable contribution to the development of air freight and to the United Kingdom's exports. It contains separate cargo terminals for BOAC and BEA, a cargo agents' building, and blocks housing the other airlines using the cargo terminal.

BOAC cargo earnings hit new peak

British Overseas Airways Corporation announced on December 6 that it had earned £2,101,280 in cargo revenue between October 13 and November 9 – the highest total in any four-week period in the airline's history. This follows the recent announcement that for the 12-month period ended last October the airline had earned more than £20 million, the highest figure for any 12-month period.

Mr. Ron Haseldine, BOAC's cargo development manager, attributed the latest increase in revenue to six factors – devaluation, increased all-cargo services, a buoyant cargo market, wider range of commodities by air, generally improved ground handling, and salesmanship.

Registry of shipping forms

HM customs and Excise announce that from January 1, 1969, Customs Sale Forms used in connection with the Registry of Shipping and the Sea Fishing Boats (Scotland) Act, 1886, will be supplied free of charge from the offices of Registrars of Shipping and of the Collectors of Customs and Excise concerned, and from The Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3. From that date they will no longer be available from HMSO and its agents.

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries.

WEDNESDAY, DECEMBER 4

Hull trawler 'Orsino'

Answering questions on the facilities made available by the Board of Trade to press and television authorities to view the Hull trawler 'Orsino' on November 29. Mr. William Rodgers, Minister of State, Board of Trade, said: 'In view of widespread and proper public interest the Board of Trade made every reasonable facility available to the press and television authorities who have expressed their appreciation. I regret that the representatives of the British Broadcasting Corporation were prevented from making full use of these facilities, but as the BBC are fully aware this unfortunately arose from matters at issue between themselves and the industry.' Asked further why he included in the charter of the Hull trawler 'Orsino' a clause allowing the British Trawler Federation to prevent representatives of the British Broadcasting Corporation boarding the vessel on November 29. Mr. Rodgers said 'No such cause was included in the charter.'

Municipally-owned airports

Mr. Rodgers, was asked to list the municipally-owned airports in the United Kingdom and the amounts paid by each, in each of the last five years for meteorological reading services. He said there were 33 aerodromes owned by local authorities, of which 23 were operated by the authorities themselves. With few exceptions those authorities provided the aerodrome navigation services and in recognition of this no charge was at present made for meteorological services. At Glamorgan the Board of Trade provided the navigation services and the authorities agreed at the time that they acquired the ownership of the airport to make a contribution to the net operating losses of which meteorological costs were part. The gross contribution made in respect of the latter element averaged about £9,000 a year.

Board of Trade aircraft

A Member asked, why, in view of the fact that his department already has a fleet of De Havilland Doves and Hawker Siddeley 125's, the President had decided to purchase for delivery in December 1968 two Hawker Siddeley 748's at an estimated cost of £1 million to £1½ million; and whether this was in accord with the Government's policy of economy in expenditure. Mr. Rodgers said most of the aircraft which made up the Civil Aviation Flying Unit's existing fleet were obsolescent and becoming incapable of meeting the increasingly exacting standards required for the flight checking of ground navigational aids and airport approach aids. It had, therefore, been decided to acquire two HS 748 aircraft which were the most suitable replacements available and the first of these were due to be delivered early next year. The expenditure was fully justified in the needs of air safety.

Air route for Northern and Central Europe

A Member asked why the President had introduced a new route for aircraft taking off from London Airport for Northern and Central Europe; whether he was aware that aircraft using this route, when the wind is easterly, pass at a low altitude over Kingston Vale, hitherto a quiet residential area; and what steps he proposed to take to obviate this nuisance. Mr. Rodgers said the new route was introduced so that aircraft taking off avoid the more densely populated areas of Hounslow, Isleworth, Richmond and Putney.

THURSDAY, DECEMBER 5

The 'Orsino'

Asked to publish the detailed cost to be borne by public funds for the equipping of the mother-ship 'Orsino' Mr. Rodgers said the estimated cost of the experiment was £150,000, of which the greater part was the cost of operating and chartering the ship and her crew.

FRIDAY, DECEMBER 6

Purchase of Boeing 707

Mr. Anthony Crosland, President of the Board of Trade, answered a Member who asked whether he had approved the purchase by the British Overseas Airways Corporation of a Boeing 707 aircraft formerly used by British Eagle International Airlines. He said: 'Yes. A likely shortage in BOAC's passenger capacity over the next few years, on routes for which this type of aircraft is well suited, has recently become apparent; and BOAC sought my approval to their taking the opportunity to buy, for delivery early next year, a Boeing 707 from a United Kingdom financial institution which had previously leased this aircraft to British Eagle. The cost of about £4 million will be fully offset by reductions to be made elsewhere in BOAC's approved investment programmes for this year and next. No additional public expenditure will therefore be involved.'

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

TUESDAY, DECEMBER 3

Customs (Import Deposits) Bill

The debate on the Customs (Import Deposits) Bill was continued in Committee on December 3 and 4.

WEDNESDAY, DECEMBER 4

Aluminium smelting

In answer to a request for an estimate of the annual saving of imported aluminium, the increase in bauxite imports, and the increase in fuel imports, respectively, resulting from the decision to install capacity for smelting 320,000 tons of aluminium per annum in the United Kingdom. Mr. Edmund Dell, Minister of State, Board of Trade, said the companies concerned had decided, with the approval of HM Government, to install three new aluminium reduction plants with an initial capacity of 260,000 tons a year. To import this metal would, at present prices, cost about £60 million. The plants would use imported alumina which, together with other imported raw materials, would cost about £17 million a year. Mr. Dell continued: 'I am advised that on average over the period of the contracts with the respective Generating Boards, the Anglesey and Invergordon projects together may add just over £1 million a year to our fuel import bill. The import saving net of imports of raw materials and fuel is therefore expected to be about £40 million a year.'

Inspectorate of Weights and Measures

Replying to a suggestion that the name of the Inspectorate of Weights and Measures should be changed to the Consumer Advisory Service, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said she had no power under the Weights and Measures Act 1963 to direct local weights and measures authorities to designate their departments in any particular manner, and she would be reluctant to take any action which might suggest to the public at large that inspectors of weights and measures were appointed solely to take care of consumer interests. The legislation under which inspectors are appointed was designed to protect both sellers and buyers.

'One-armed bandits', pin tables, etc.

'These products are covered by the import deposit scheme which is designed to secure immediate reduction in imports,' said Mr. Dell when asked to take steps to prevent or limit the import of one-armed bandits, pin tables and juke boxes, which currently cost about £4 million per annum in hard currency.

(Continued on next page)

Association of British Travel Agents

A Member asked what further discussions the President had had with the Association of British Travel Agents in regard to the legislation to require that travel agents and tour operators should be compulsorily registered and should contribute to an indemnity fund. Mr. William Rodgers, Minister of State, Board of Trade, said 'None. The Association of British Travel Agents already maintains a Common Fund the purpose of which is to provide protection for holidaymakers who book with members of the Association.'

Imports of dairy produce

A Member suggested that an order should be made to prohibit the importation of dairy farm produce from countries where the producer was subsidized by Government funds if such produce affected prices obtained by the home producer. Mr. Dell said 'No.' Imports of butter were already subject to quota and the Minister of Agriculture, Fisheries and Food, had told the House on November 6 that we were discussing with the countries concerned a scheme of voluntary restraint on exports of cheese to the United Kingdom. The Customs Duties (Dumping and Subsidies) Acts, 1957 and 1968 provided for the imposition of countervailing duties on subsidized imports if the appropriate conditions were fulfilled.

Dumping of agricultural products

A Member asked what steps were intended to prevent dumping of Common Market agricultural surplus on the British market this winter. Mr. Dell said if the British producers affected applied for anti-dumping duties with supporting prima facie evidence the Board would consider the case urgently. Anti-dumping action would be taken if the Board were satisfied that dumping was causing or threatening material injury to the British producers of the like goods, and that such action would be in the national interest.

Fluorescent material for schoolchildren

Stating that there was a shortage of the fluorescent material required to protect children going to school in the dark, a Member asked if steps would be taken by legislation or otherwise, to obtain increased production. Mr. Dell answered that fluorescent materials were for use in daylight and were immediately available. There were several types of reflective material which gave protection in the dark. Most of these were also readily available. However, the principal manufacturer of the easiest material to use in making arm bands had not been able to meet all demands from stock. 'I understand that steps had already been taken to obtain additional supplies from Germany and, by air, from the United States' said Mr. Dell. 'There has been a shortage of capacity for making arm bands, but I understand that the position is improving and that the principal supplier hopes to deal with outstanding orders in the near future. We will continue to watch the position closely.'

Cyril Lord Ltd.

In answer to a request to set up an inquiry into the failure of the Cyril Lord carpet firm, Mr. Anthony Crosland, President of the Board of Trade, said: 'On present information I see no grounds for an inquiry under the Companies Acts into the affairs of Cyril Lord Ltd. or its subsidiary companies.'

Import duties on cars

A Member inquired what were the import duties on cars imported from the European Free Trade Association countries where they had been assembled entirely from parts made in non-member countries. Mr. Dell said: 'Cars imported into the United Kingdom are liable to duty at 17½ per cent if the value of non-EFTA parts and materials represents more than 50 per cent of the f.o.b. price: cars which comply with the EFTA origin rules pay no duty.'

Investment grants

Asked to provide a breakdown of investment grant payments by industry and region in respect of the calendar years 1966 and 1967 on a comparable basis with normal economic statistic series, Mr. Dell said in addition to the information on payments in the annual reports, the Board of Trade intended to provide tables of eligible expenditure incurred in calendar years as soon as the necessary information is available. Asked further why the first information on investment grant payments by industry and by region was not published until 18 months after investment grants came into operation, Mr. Dell said the annual report for the financial year ended March 31, 1968, was published on October 10, 1968. This was the first report to include statistics of payments under the scheme and there were inevitably new problems of preparation and presentation. If the report could be published more quickly next year, this would certainly be done.

THURSDAY, DECEMBER 5

Monopolies Commission report on electric lamps

In answer to a request for a statement on the Report of the Monopolies Commission on the supply of electric lamps, the President said the Report had been published that morning. After outlining the Commission's findings (see page 1614 of this issue for details), the President said:

'The Commission have conducted a thorough and useful investigation, and I accept in principle their conclusions. My Department will now discuss their implementation with the companies concerned.'

Industrial development

Mrs. Dunwoody answered question on industrial development in Ashington and on advance factories in the Northern Region.

FRIDAY, DECEMBER 6

Proposed ABPC/EMI merger

'I am considering the matter,' said the President, asked to refer the proposed take-over of the Associated British Picture Corporation by Electrical and Musical Industries to the Monopolies Commission.

Economic effects of advertising

Answering a question on researches into the economic effects of advertising, Mr. Dell said such research would be commissioned as soon as the right lines of approach had been worked out; it was too early so say when the first results could be expected.

Frozen fish fillets

Information on the total quantity of frozen fillets imported from Norway, Denmark and Sweden to Great Britain and Scotland, respectively, for each of the last two years to the most convenient date, was requested. Mr. Dell said separate figures for imports into Scotland were not available. The other information is as follows: –

'000 tons product weight

	Jan./Dec. 1966	Jan./Dec. 1967	Jan./Oct. 1967	Jan./Oct. 1968
Norway . .	14·5	18·1	15·4	21·2
Denmark* .	8·5	7·5	6·5	8·3
Sweden . .	..		..	..
Total from the three countries . .	23·0	25·6	21·9	29·5

*Figures for Denmark include shipments from Greenland and from January 1, 1968, from the Faroes.

MONDAY, DECEMBER 9

Census of production

Replying to a question on the 1963 Census of Production series of publications; and plans for publishing a separate series of statistics for industries in Wales, Mr. Dell said over half the 128 industry reports had so far been published; the remainder would follow during the next few months. Three volumes of summary tables would follow and it was expected publication would be completed in the summer of 1969. Information about each industry in Wales would be published in one of the summary volumes.

Exports to the Commonwealth

The following information was given by Mr. Dell to a Member who asked what proportion of British exports for the years 1946 to 1967, inclusive, and so far this year were represented by British exports to the Commonwealth as defined in 1967, together with exports to Rhodesia and South Africa.

United Kingdom exports to the Commonwealth and South Africa as a percentage of total United Kingdom exports

Year	Per cent	Year	Per cent
1946	41	1957	44
1947	44	1958	44
1948	47	1959	41
1949	50	1960	41
1950	48	1961	38
1951	51	1962	35
1952	48	1963	34
1953	48	1964	34
1954	47	1965	34
1955	47	1966	31
1956	44	1967	30
		Jan.-Oct. 1968	27

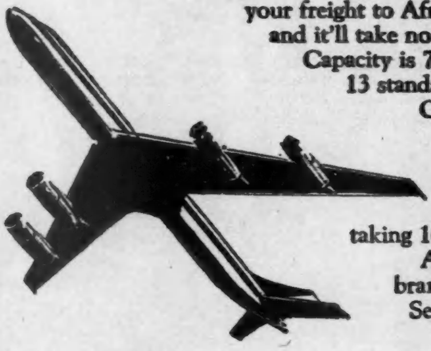
Note: The figures on which these percentages are based for the years 1946 to 1953 are not strictly comparable with those for the later periods, but the percentages given are unlikely to be significantly affected by these differences. Re-exports are not included.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

We're blazing a 42 ton trail across Africa



Alitalia offer you a new and better way to send your freight to Africa. It's the new all-cargo DC8/62F, and it'll take no less than 96,000 lb—something over 42 tons! Capacity is 7,883 cu.ft., to accommodate 13 standard international pallets 88" × 125".

Operating every Monday to Lusaka via Mogadishu.

It's all part of the new Alitalia cargo system—coming in this year to shift even more of your freight even faster through the world-wide Alitalia cargo network.

On the London-Rome run, there's the new all-cargo DC9F, taking 16 tons . . pallets fully interchangeable with the DC8/62F.

And on arrival at Fiumicino, your freight zips through our brand-new fully automated Cargo Terminal in an hour or less.

See your Forwarding Agent. Or call us direct—we have offices in London, Manchester, Birmingham, Glasgow and Dublin.

ALITALIA CS CARGO SYSTEM

ALITALIA
ALITALIA

BARCLAYS BANK D.C.O.

Britain's Largest Overseas Bank

The Forty-third Ordinary General Meeting of Barclays Bank D.C.O. will be held on 3rd January, 1969 in London.

The following is an extract from the circulated statement of the chairman, Frederic Seebohm, for the year ended 30th September, 1968.

The year under review has seen a further expansion of our business under all headings. Indeed, the increase of 33 per cent in our deposits is, in percentage terms, the biggest we have ever recorded in a single year. Devaluation has, of course, had much to do with this, but even after due allowance has been made for this factor, the increase is of the order of 20 per cent. Profits have likewise grown very satisfactorily and have enabled us to increase the dividend for the year from 11½ per cent to 11·9 per cent. Here again devaluation has, of course, helped but has not been the main factor. Our capital must constantly be brought into line with our increasing deposits and we now propose increasing our authorised capital from £30 million to the full £50 million permitted under the Barclays Bank D.C.O. Act, 1965.

Devaluation — the dream and the reality

Devaluation of sterling was announced a few days before our last annual statement went to press. In that statement we expressed the view that it would be optimistic to think that devaluation alone would solve the problems of the United Kingdom or that cost was the prime factor in losing markets. While there would obviously be immediate reliefs to be gained from devaluation, the root cause of our malaise would still remain. We also felt that it would be dangerously optimistic to think that we could get out of our immediate balance of payments troubles and have a sufficient surplus to repay our debts to the International Monetary Fund and the central banks by 1970. I believe these views represented the general opinion of the city.

In the same week, however, very different views were expressed by economists in the national newspapers. One wrote: "The decision to devalue the pound by 14·3 per cent is the best news the British public has received for many months. It is a triumph for common sense and for the views that public affairs can be run on the basis of rational decisions rather than on hunch, prejudice and blind faith . . ." He went on to predict that the Chancellor would soon be proudly announcing a magnificent recovery in our reserves and further optimistic views. A few days later a leading weekly came out with a punch line "Life begins at $2·40".

For those of us who earn our living in the field of invisible exports and who have learned to understand the significance, both for ourselves and for the Commonwealth, of sterling as an international trading currency, devaluation came not as "the best news for the British public" but as a bitter and humiliating blow from which it may take years to recover.

In so far as the Bank was concerned, if life did not exactly "begin at $2·40" it certainly became much more complex for us and devaluation has bedevilled our operations ever since.

In South Africa, we have recently established the National Bank Development and Investment Corporation Limited, as a wholly owned subsidiary of our Bank, to engage in all types of medium term finance and underwriting. A good start has been made in the face of difficult conditions. In Jamaica, in Trinidad and in the Bahamas, three separate finance companies have been formed in conjunction with the Bank of London & Montreal, while in Cyprus and Malta wholly owned subsidiary companies of a similar type have been started up. All these organisations are geared to undertake long term and other financial business which lies outside the usual function of a commercial bank. In Malta, we are forming a merchant bank in conjunction with Hambros Bank Ltd., while in South Africa, we have interests in a hire purchase company, a merchant bank and in a leasing company.

The problems of gold

Any report on the last twelve months would be incomplete without mentioning the problem of gold. The basic problem is what role gold is to play in the international monetary system of the future. It has played a varying but essential part for a very long time: it continues to do so, though most people would agree that in an ideal world we would be able to dispense with gold or any other tangible backing to international credit.

Confidence in the international monetary system is the first requisite of international trade and investment. The world does not seem ready to give full confidence to any system unless it has the solid foundations of gold and at present those foundations need strengthening not weakening.

Copies of the full statement and the report of the directors can be obtained from the Secretary, Barclays Bank D.C.O., 54 Lombard Street, London E.C.3.

Mr. I. A. O. Lasode, Deputy Director, Telecommunications Division of Nigeria's Ministry of Communications (second left) and Mr. C. R. Hudson, Adviser to the Ministry, (second right), visiting the Coventry headquarters of GEC-AEI Telecommunications Ltd., to talk with GEC-AEI officials and to inspect 200 MHz microwave radio equipment. This equipment will be used on some of the routes of the 2,500-mile microwave and VHF radio network that GEC is supplying to Nigeria against a £9.6 million contract recently announced.

THE EXPORTERS:
a study of Organisation, Staffing and Training.

Douglas Tookey, Eleanor Lea, Camilla McDougall.

"The important thing about this book is that it has appeared.

The virtue of this book is that it is an analysis of the real administrative requirements of the intrinsically complicated business of exporting. The authors are to be congratulated on their lucid exposition and interpretation of the findings . . . . . .

Overall the study is a thought provoking piece of research which companies already engaged in exporting and those thinking of doing so could usefully use as an anvil on which to beat out their own ideas."

Sir Donald Stokes.

Published by:—
Ashridge Management College,
Berkhamsted, Herts. **21s.** (*Postage paid*).

New Books

Two interesting reports of export missions, reflecting the continuous activities of British businessmen abroad have recently been published. **Span: Report of the Agricultural Engineers Association Ltd. Trade Mission to Zambia, Malawi and Tanzania May 8-June 2, 1968** (32 pages. Agricultural Engineers Association Ltd., 6 Buckingham Gate, London SW1. 10s.) is an account of the AEA's sponsored visit to obtain up-to-date assessments of farm mechanization requirements in East Africa, and follows the successful agricultural engineering mission to Kenya and Uganda in 1967 (ncted in the *Board of Trade Journal*, September 29, 1967, page 756). The report, which has a section on each of the countries visited, gives some background information and discusses the different types of machinery required. It also emphasizes that throughout the tour members of the mission were impressed by the desire to make progress in developing the agriculture of the countries, to discuss agricultural matters, and the general wish to purchase British equipment provided price and delivery positions are equitable. The **Report of the British Plastics Federation Mission to the USSR** (43 pages. The British Plastics Federation, 47 Piccadilly, London W1. 5s., post free to Member Companies. 10s., post free to others) describes the second trade mission from the British plastics industry to the Soviet Union. The first was in February 1966, when contacts were established with the relevant Ministries and State trading corporations in Moscow, and a general picture was obtained of the current and forward growth pattern of the industry in the USSR. The objectives of this second mission were to obtain as accurate a picture as possible of the present state of the Soviet plastics industry, (thus up-dating the information brought back in 1966), to pinpoint future developments, to elucidate in which areas there are opportunities for the export of materials, machinery and know-how from the United Kingdom, and to renew the contacts made previously with the foreign trading corporations through whom eventual business must be transacted. The report contains details of the work and personnel met at the various institutions visited and concludes that in the short term there are considerable opportunities for selling materials and equipment to the USSR, but that prices will be keen.

Latin America is probably the most challenging trading area in the world today. Thirty-one leading British companies give advice on how to sell to the Latin American republics in a booklet entitled **New Markets in Latin America.** (42 pages. Available free from Publication's Department, British National Export Council, 6-14 Dean Farrar Street, London SW1). In his foreword, the Chairman of the Committee, Mr. Peter Ford, says: 'The speed of industrialization of the leading Latin American countries and their rising standard of living present many opportunities for British firms. This booklet shows what is being done and what can be done.'

The annual assessment of the United Kingdom economy presented in the **OECD Economic Surveys: United Kingdom** (58 pages. Available from HMSO and other Government bookshops. 5s. 6d., by post 6s.) deals with the United Kingdom's economy up to November 1968. After a detailed discussion it concludes: 'Disappointment at the persistence of a balance of payments deficit for twelve months or so after the devaluation, at a time when world trade was expanding fast, should not obscure the probability of the emergence of a sizeable surplus on current and long-term capital account combined in 1969. This, together with the recent arrangements to discourage the withdrawal of sterling balances, should result in a return of confidence in the currency. But there is no room for further delay before the evidence of improvement is clear, and the official target of a surplus on basic account running at an annual rate of $1.2 billion needs not only to be achieved rapidly, but at least maintained for a number of years thereafter.... The strengthening of the current account will require stringent policies in respect of domestic demand and incomes for some considerable time to come. Domestic demand, though still higher than officially envisaged, is now only rising modestly. To prevent the trend accelerating will call for the continuation of restrictive fiscal and monetary policies.... But if the Government's efforts to secure moderation are successful, it should be possible to prevent the pressure of demand rising over the next twelve months, and this must be considered a basic pre-requisite if strong incentives for export growth and import replacement are to be maintained and pressure on costs is to be limited.'

Exports and Economic Growth of Developing Countries, by Alfred Maizels assisted by L. F. Campbell-Boross and P. B. W. Rayment. (463 pages. Cambridge University Press, for the National Institute of Economic and Social Research. £3). This is a theoretical and empirical study of the relationships between exports and economic growth, with illustrative projections for 1975 for the main overseas sterling countries. A macro-economic model of the relationship between economic growth and foreign trade is constructed for an under-developed economy, in which capacity to import constitutes the effective constraint on growth. An anlysis of trends in world demand and international trade in major export commodities, and of changes in the share of selected countries in this trade, is used to project export earnings in 1975 for a number of developing countries in the overseas sterling area. On the basis of these projections and assumptions about aid and other factors influencing the capacity to import, the model is used to arrive at likely future rates of growth in the developing countries. Not only do these rates often differ markedly from those postulated in national development plans but in many cases they fall below even the modest 5 per cent growth target of the UN Development Decade. The model is therefore put into reverse to determine what increase in the projected level of foreign exchange would be required to support a given target rate of economic growth. The study concludes with a discussion of some of the policy measures, both for advanced and developing countries, that might be directed towards raising the levels of export earnings and aid.

Personnel Management in Context, by Anne Crichton. (360 pages. B. T. Batsford. £4 4s.). Personnel management is an activity that ought not to be separated from the rest of management. It is in this wide context that the author sets out to explain purposes rather than methods, and to create constructively critical attitudes to much that is taken for granted in personnel management practice. After describing the development of ideas about personnel management in Britain, the author discusses the social science theory which is being used to illuminate the practice. The difficulties in applying this theory are explored throughout. In an examination of the social context of industry, the author shows how British personnel management differs from that of other countries. There follows a section on control: the unions' challenge and the professionals' challenge to management, and the methods devised to deal with these challenges. Finally, personnel management processes are analysed and the role of the personnel specialists investigated. This book is written for students of general as well as personnel management, practising managers and personnel specialists. An aspect of personnel management is examined in **Recruitment and Selection In A Full Employment Economy,** by R. A. Denerley and P. R. Plumbley. (132 pages. Institute of Personnel Management. 24s.). This publication is intended to be a practical guide to the subject of recruitment and selection. The authors start with an analysis of the nature of recruitment, full employment and the four main complementary stages of the recruitment process. These stages occur in the following sequence: firstly assessing the job, secondly attracting a field of candidates, thirdly assessing the candidates, and fourthly placement and subsequent follow-up. The authors then go on to discuss each of these four stages in detail. There is a selected and annotated bibliography.

Business Efficiency: An ABC of Advisory Services. National Economic Development Office. (168 pages. Available from HMSO and other Goverment bookshops. 21s.; by post 22s. 6d.). This booklet gives details of some 250 organizations which can supply advisory services to all sections of industry and commerce in the United Kingdom. Organizations listed include trade associations, professional institutes, research bodies and Government agencies. Information is given in the booklet about the scope, availability and cost, if any, of each service. In addition, there is a comprehensive regional section listing services available in each area of the United Kingdom, details of organizations able to recommend consultants to outside enquirers and information on the industrial training boards. In June 1967 the National Economic Development Office published *Productivity: A Handbook of Advisory Services*, which was reviewed in the *Board of Trade Journal* June 23, 1967, page 1621. The coverage of *Business Efficiency* is wider and includes a more detailed description of the type of advice and the services offered by each organization. In general only those organizations have been included which fulfil certain criteria, notably that of having at least one full-time executive officer available to give advice. All directories need up-dating and HMSO will publish annual supplements containing revisions and amendments.

Other Publications:

Harpers Guide to the Sports Trade 1969. 254 pages. Harper Trade Journals Ltd., Cousin Lane, London EC4. 10s.

Short Term Trends November 1968. Economic Development Committee for Mechanical Engineering. 8 Pages. Available free from National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4, This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No, 886143).

Government surplus sales by auction

MINISTRY OF DEFENCE

<table>
<tr><th>1968</th><th>Stores</th><th>Location of Sale</th><th>Auctioneers</th></tr>
<tr><td>Dec. 17-20</td><td>Vehicles, earthmoving & lifting equipment</td><td>Ordnance Storage and Disposal Depot, Ruddington, Notts.</td><td>Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)</td></tr>
<tr><td colspan="4">Saloons; limousines; estate cars; light vans; Land Rovers; Commer 30-cwt. vans; Thames 15-cwt. Utility vans; commercial vehicles including AEC 'Matadors' and 6-wheeled trucks; Leyland 'Hippo' trucks; hydraulic tippers; Albion 10-ton trucks; GMC amphibious DUKW's; Scammell tractors and breakdown vehicles; Humber 1-ton 4 x 4 trucks; trailers; excavators by Blaw Knox; Ruston Bucyrus & Smith's; mobile cranes by Coles, Jones Neals, Northwest, Ransomes & Rapier and Taylor; Fowler 'Challenger' angledozers; loading shovels; graders; scrapers; dumpers; large quantity of plant spares; coaches (5-36 seater) by Bedford, Commer, Morris and Thames</td></tr>
<tr><td>1969
Jan. 7-8</td><td>Technical equipment and miscellaneous stores</td><td>Regional Depot RAOC, Hereford.</td><td>Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 4366.)</td></tr>
<tr><td colspan="4">Electric towing tractors; artillery and other trailers; AA cabins; generating sets; fork lift trucks; water pumps; gasolene pumps; machine tools; vices; jacks; telescopic levels; theodolites; binoculars and watches; AA equipment; blacksmiths equipment; tool kits; tyres; batteries; chain saws; valves; Mercury arc rectifiers; switchboards; reception sets; charging sets; wireless; signal, MT, aircraft and electrical spares; Nissen huts; metal racking; sea kit-bags; battledress blouses and other clothing; textiles; stacking chairs; carpets; tables and other furniture; large collection of miscellaneous stores.</td></tr>
<tr><td>Jan. 15</td><td>Miscellaneous stores</td><td>TA & VR Centre, Meadowforth Road, Stirling.</td><td>Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)</td></tr>
<tr><td colspan="4">Machine tools including grinding, welding and drilling machines; heavy duty valve refacer; portable sander and grinder etc; ground and workshop equipment and spares; vehicles spares; generating sets; trolleys and test rigs; small tools; parachutes and harness; fire extinguishers; electrical spares; electric cable; furniture; clothing and footwear including, large quantities of blankets and ankle boots; steel, aluminium alloy and wooden boxes; wool, hessian and canvas rags and many other items of miscellaneous stores.</td></tr>
</table>

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

SALE BY TENDER

MACHINE TOOLS

Horizontal and vertical borers; bench, pillar and radial drills; plain, internal, universal, surface, centreless and tool and cutter grinders; gear cutting and testing machines; capstan, turret and centre lathes; milling machines; die sinker; planers; sawing, shaping, slotting, welding, sheet metal-working and woodworking machines etc. Located at Southampton, Gosport and Portsmouth, Hants, and at Portland, Dorset. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London W.C.1. Tenders must be returned by 10 a.m. January 7, 1969, for tools at Southampton, Gosport and Portsmouth and at 10 a.m. January 9, 1969, for tools at Portland.

'New Technology' features National Centre of Tribology

BRITAIN'S National Centre of Tribology accepted over £10,000 of sponsored work in its first eight months of operation. A description of its first work is given in the December issue of *New Technology* published on December 5.

The National Centre of Tribology – a new centre of the 'science of rubbing' – is sponsored by the Ministry of Technology and established at United Kingdom Atomic Energy Authority's Reactor Group at Risley, Lancashire. It provides consultative services and undertakes sponsored projects in the whole field of tribology. This includes adhesion and lubrication, wear, braking and friction, seals and gas bearings.

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'EFTA Bulletin'

EFTA TRADE in machine tools is surveyed in the December issue of the *EFTA Bulletin*, the regular journal of the EFTA Secretariat in Geneva. Other articles take a look at various British industrial and commercial developments in the EFTA area, including those of the glass industry and the 'Hovercraft'. A review of the EFTA rules on restrictive business practices, a note on an EFTA agreement on trade in pharmaceuticals and an account of the recent EFTA Ministerial Meeting in Vienna are also included.

Copies of the *EFTA Bulletin* are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

Half-crown withdrawal begins in 1969

NO HALF-CROWNS will be struck after the end of this year and those already in circulation will be progressively withdrawn throughout 1969. This was announced by Mr. Roy Jenkins, Chancellor of the Exchequer, in a written answer in Parliament on December 2. The Chancellor added that he would shortly advise HM The Queen to issue a Royal Proclamation under Section 11 of the Coinage Act, 1870, to deprive half-crowns of their status as current and legal tender with effect from January 1, 1970.

The Chancellor's statement follows up the Government announcement on February 15 this year that half-crowns would be demonetized from January 1, 1970. This means that on and after that date half-crowns will no longer be legal tender for the payment of goods or services or for the settlement of debts. The Decimal Currency Board state that there is no reason why people who wish should not retain half-crowns for numismatic or other purposes. Those who do, however, must realize that they cannot use the coins as currency.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index .	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m. .	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962 . .	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+10
1963 . .	119	119	136	131	120	..	131	104	143	146	130	+206	+113	+29	+51
1964 . .	125	128	146	140	124	..	154	118	171	185	147	+581	+354	+79	+45
1965 . .	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966 . .	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+ 6
1967 . .	133 (1)	133	171	165	132	101	172	128	166	203	186	+104(1)	— 47	—30	+11
1967															
1st quarter .	133	132	167	161	129	100	166	127	163	192	179	+ 39	— 8	— 7	+ 6
2nd quarter .	133	133	169	162	129	100	175	133	174	200	185	+ 48	+ 12	—11	+12
3rd quarter .	133	133	173	166	132	102	173	125	164	207	190	— 32	— 18	—16	—13
4th quarter .	134 (1)	135	174	170	135	104	173	125	163	211	192	+ 49(1)	— 32	+ 5	+ 6
1968															
1st quarter .	137 (1)	137	179	176	140	106	177	121	183	210	194	—106(1)	—121	+ 7	+38
2nd quarter .	134	138	180	170	130	102	174	121	168	216	190	+ 66	+ 50	+15	— 1
3rd quarter .		140*				103		125*	179*				+ 44*	+16*	+11
1968															
April . .		137				102									
May . .		138				100									
June . .		139				103									
July . .		139*				102									
August .		141*				104									
September .		140*				102									
October .						103									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average			
	at 1958 prices										at current prices		
Base of index .	Dec. 1958	Apr. 1959	Jan, 16, 1962 = 100		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m. .	—	—	—		—	—	—				3,834	3,250	
1962 . .	117	100	101·6	+4·2	103·0	120·6	136·2	422	156	24,193	121	121	+112
1963 . .	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+111
1964 . .	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—399
1965 . .	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	— 91
1966 . .	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	+ 15
1967 . .	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—404
1967													
1st quarter .	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter .	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—110
3rd quarter .	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 20
4th quarter .	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—299
1968													
1st quarter .	142	117	122·1	+3·0	125·3	139·2	184·8	511	184	24,225	203	181	—175
2nd quarter .	138	125*	125·0	+4·5	122·8	141·3	185·8	550	180		201	180	—152
3rd quarter .	139*	129*	125·7	+5·6	122·1	141·6	187·4	580	182		209	196	— 80
1968													
April . .	142	120*	124·8	+4·4	123·5	141·1	185·6	535	180		203	180	
May . .	140	123*	124·9	+4·6	122·0	141·3	185·8	545	181		207	178	
June . .	138	125*	125·4	+4·6	122·9	141·5	186·0	569	178		193	182	
July . .	139	123*	125·5	+5·3	121·9	141·6	186·9	580	180		210	188	
August .	139*	126*	125·7	+5·7	121·8	141·6	187·5	585	179		209	199	
September .	139*	129*	125·8	+5·9	122·5	141·7	187·9	575	186		208	201	
October .			126·4	+5·6	122·7*	141·8*	188·3	551	195		210	194	
November .					123·4*	141·9*		529	211				

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*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

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WHOLESALE PRICE INDEX NUMBERS

Further rise in materials prices

THE PROVISIONAL index of basic materials and fuel used in manufacturing industry rose nearly 1 per cent in November. Price increases for a number of commodities contributed to the change, including copper, tin, home produced pigs and raw sugar, with the continued rise in cocoa bean prices having most effect on the index. The November increase brought the rise since August to over 2 per cent.

A rise in the provisional price index for home market sales of manufactured products of nearly ½ per cent in November was similar to the increase recorded in the previous month. However, the November change was almost all accounted for by increases in excise duties imposed towards the end of the month.

Materials and fuel used in broad sectors of industry

There was a rise of over 1½ per cent in the provisional price index for materials and fuel used in the food manufacturing industries, following a similar increase in October. Slight increases were recorded for all other broad sectors, the largest being one of ½ per cent in the index for the timber industries, where increased prices for imported softwood accounted for most of the change.

Output of broad sectors of industry

For most broad sectors of industry output price index numbers were unchanged or fractionally higher in November. The provisional index for the textile industries, however, rose by ½ per cent, mainly on account of increased prices for woollen cloth.

Revised series of wholesale price index numbers

IT WAS announced in the *Board of Trade Journal* of October 18 that the present series of wholesale price index numbers, which are on the base 1954=100, will be replaced early next year by a new series based on 1963=100.

1954=100 series

Since the wholesale price index numbers are used in long term contracts to take account of changes in cost of materials, the Board of Trade will continue to publish the indices which appear in Table 1, on the base 1954=100, at least until December 1971, and requests for the continued publication on this basis of other index numbers will be considered. The indices based on 1954=100 will show the same month-to-month movement as the corresponding indices in the new (1963=100) series from the month in which the latter is introduced.

1963=100 series

The new series of index numbers will be based on average prices in 1963 and will be combined according to the pattern of materials purchased and manufactured products sold during that year as recorded in the census of production. Annual average index numbers for each year since 1963 will be published, and monthly figures from January 1968. These figures may show different movements from those of the old series, as the result of the combination of price movements according to the 1963 instead of the 1954 census patern of purchases and sales. Monthly figures before January 1968 will not be published, but will be supplied on request so far as they are available.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

1. Materials purchased by broad sectors of industry – 1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1967		1968			1967	1968							
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Nov.	April	May	June	July	Aug.	Sept.	Oct.	Nov.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	108·6	113·6	120·6	118·8	118·3	113·0	119·1	118·2	119·0	118·0	118·0	118·8	119·7*	120·7*
	Basic materials	102·6	108·3	115·9	113·8	113·3	107·5	114·2	113·2	114·1	113·1	113·0	113·8	114·7*	115·9*
	Fuel	154·4	156·5	156·6	156·8	157·2	156·6	156·8	156·8	156·8	156·9	156·9	157·9	158·0*	158·0*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	110·9	116·7	125·3	122·8	122·1	116·1	123·5	122·0	122·9	121·9	121·8	122·5	122·7*	123·4*
	Basic materials other than fuel . . .	103·3	110·0	119·8	116·8	116·0	109·3	117·6	115·9	116·9	115·8	115·7	116·3	116·6*	117·3*
211 to 229	Materials and fuel used in the food manufacturing industries.	103·9	107·5	110·8	110·8	110·1	106·6	110·3	110·8	111·3	110·0	109 7	110·5	112·5*	114·4*
263 to 277	Materials and fuel used in the chemicals and allied industries.	116·9	119·0	124·9	125·2	122·4	118·5	125·3	125·4	124·9	122·5	122·5	122·1	122·0*	122·3*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	146·7	150·9	156·9	153·9	153·4	151·3	155·0	152·8	153·8	153·4	153·2	153·6	153·9*	154·0*
361	Materials and fuel used in the electrical machinery industry.	138·7	145·0	154·2	148·9	147·8	145·7	150·8	147·2	148·7	147·6	147·5	148·4	148·3*	148·4*
Order X	Materials and fuel used in the textile industries	91·6	93·8	99·9	99·9	100·2	92·6	99·9	99·6	100·2	100·1	99·9	100·7	102·0*	102·2*
Order XIV	Materials and fuel used in the timber industries	122·7	124·6	130·3	132·0	133·2	123·4	131·5	132·0	132·5	132·7	132·9	134·2	134·6*	135·2*
431 to 483	Materials and fuel used in the paper industries .	113·8	115·8	119·2	122·1	122·4	115·2	121·9	122·2	122·2	122·4	122·3	122·5	122·5*	122·7*
Order XVII	Construction materials	134·5	136·2	139·2	140·2	140·8	136·0	140·0	139·8	140·6	140·7	140·7	141·0	141·4*	141·5*
Part of Order XVII	House building materials	135·7	137·7	141·4	142·8	143·7	137·2	142·6	142·5	143·4	143·6	143·6	143·9	144·5*	144·6*

*Provisional figures.

2. Output of broad sectors of industry – 1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1967		1968			1967	1968							
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Nov.	April	May	June	July	Aug.	Sept.	Oct.	Nov.
Orders III to XVI	All manufactured products: Total sales	134·6	135·9	139·1	141·6	142·4	135·7	140·9	141·9	142·0	142·2	142·4	142·4	142·6*	142·8*
	Home market sales	135·1	136·0	138·7	140·9	141·5	136·0	140·7	140·9	141·1	141·4	141·5	141·5	141·8*	142·1*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	134·4	136·1	139·8	142·4	143·0	135·7	141·5	142·7	142·9	142·9	143·0	143·1	143·2*	143·2*
	Home market sales	134·7	135·9	139·2	141·3	141·6	135·9	141·1	141·3	141·5	141·6	141·6	141·7	141·8*	141·9*
211 to 229	Products of the food manufacturing industries: Home market sales	125·5	126·3	128·6	130·5	130·7	126·0	129·9	130·5	131·0	130·8	130·7	130·5	131·2*	131·2*
263 to 277	Chemicals and allied industries: Total sales	110·0	110·6	114·7	115·9	115·6	110·3	115·8	115·8	116·1	115·6	115·5	115·7	115·6*	115·6*
	Home market sales	111·0	111·6	115·7	117·0	116·1	111·5	116·9	117·0	116·9	116·3	116·1	116·0	115·9*	115·9*
311 and 312	Iron and steel industries: Total sales	136·7	137·3	138·1	138·8	139·1	137·4	138·4	138·9	138·9	139·2	139·1	138·9	138·9*	138·9*
	Home market sales	142·1	142·5	142·9	143·4	143·2	142·6	143·4	143·4	143·4	143·4	143·4	142·8	142·8*	142·8*
Orders VI to IX	Engineering and allied industries: Total sales	140·6	142·2	145·3	148·2	149·0	141·9	146·7	148·9	149·0	148·8	149·1	149·2	149·2*	149·3*
	Home market sales	137·9	139·3	142·6	144·2	144·4	139·3	144·1	144·2	144·4	144·4	144·3	144·5	144·5*	144·6*
Order X	Textile industries other than clothing: Total sales	112·6	113·0	115·9	117·1	118·1	112·5	116·5	117·3	117·5	117·9	117·8	118·5	118·7*	118·9*
	Home market sales	110·6	111·2	114·0	114·8	115·8	110·9	114·5	114·6	115·1	115·6	115·8	116·1	116·5*	116·8*
Order XII	Clothing and footwear: Home market sales .	120·5	120·7	121·6	122·3	122·9	120·7	121·9	122·3	122·7	122·8	122·9	123·1	123·4*	123·5*
Order XIV	Timber industries: Home market sales . .	125·4	126·0	131·1	133·1	133·6	125·5	132·7	133·2	133·4	133·3	133·6	133·8	133·8*	134·0*
481 to 483	Paper industries: Home market sales . .	120·9	120·3	126·2	128·4	128·3	120·2	128·4	128·4	128·4	128·4	128·3	128·3	128·4*	128·4*
Order XVII	New construction‡	143	143	145	147	148				147			148		

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.

(*Continued on next page*)

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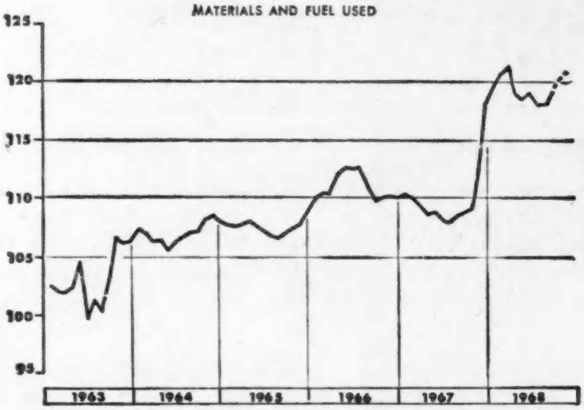
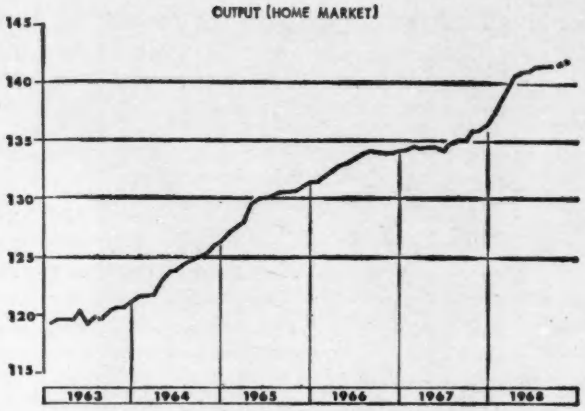
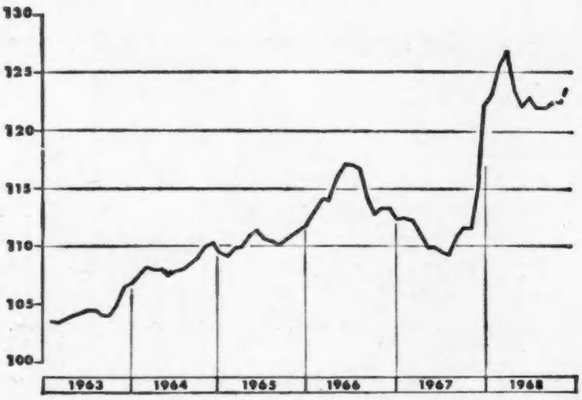
WHOLESALE PRICES INDEX NUMBERS 1954 = 100

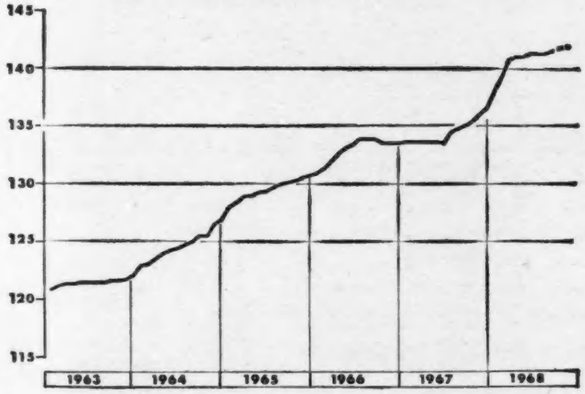
ALL MANUFACTURING INDUSTRY


MATERIALS AND FUEL USED

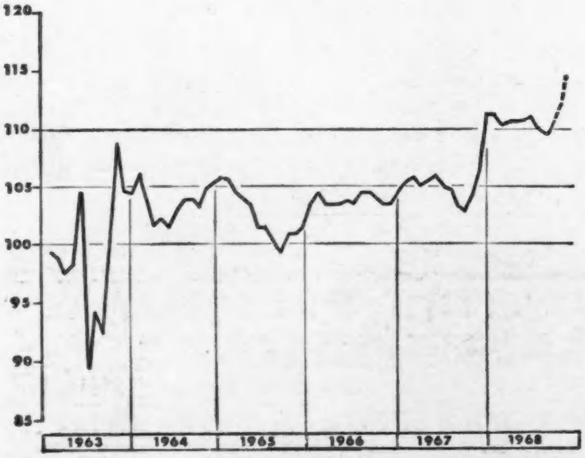

OUTPUT (HOME MARKET)

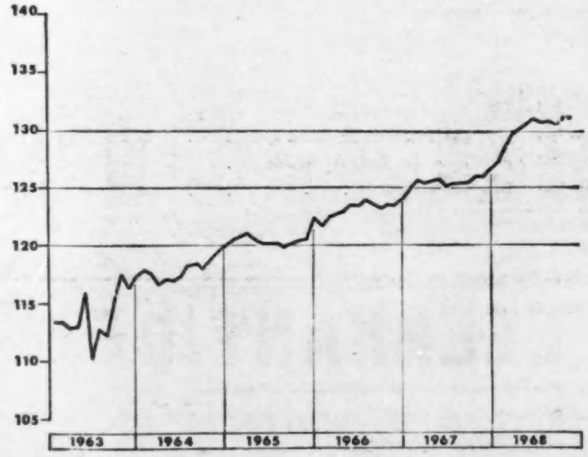
MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)


MATERIALS AND FUEL USED


OUTPUT (HOME MARKET)

FOOD MANUFACTURING INDUSTRY


MATERIALS AND FUEL USED


OUTPUT (HOME MARKET)

3(a). Commodities produced in the United Kingdom – 1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale prices index numbers published in the *Board of Trade Journal* of February 23, 1968. (monthly averages)

	1967	1968			
	Nov.	May	Sept.	Oct.	Nov.
Coal†	174·9	167·7	167·6	173·6*	173·6*
Slates	180·9	189·0	189·0	189·0	189·0*
Salt	123·3	123·1	123·1	123·3	123·3*
Flour	125·9	132·6	132·6	132·6	132·6
Sugar, refined	118·1	118·9	114·4	120·2	122·5*
Chocolate and sugar confectionery	114·1	120·3	121·0	121·1	121·2*
Beer	136·5	137·4	138·2	138·2*	138·2*
Tobacco and cigarettes	154·3	158·7	162·1	162·1	164·7*
Hard coke	186·5	191·2	191·2	191·2*	191·2*
Motor spirit, standard grade (including duty)	135·9	144·8	144·8	144·8	147·5
Medium fuel oil (950 secs.)	160·3	160·3	155·5	155·5	156·0
Lubricating oils and greases	134·6	142·3	142·1	142·1	142·1
General chemicals	105·6	108·5	108·8	108·6*	108·6*
Pharmaceutical chemicals	57·6	58·3	57·9	57·8	57·8*
Pharmaceutical preparations	103·2	105·0	105·5	105·5	105·7*
Toilet preparations	150·3	158·7	158·4	158·4*	158·4*
Paint for building and decorating	117·0	118·7	120·5	120·5	120·5*
Soap	153·6	157·1	157·6	157·6*	157·6*
Soapless detergents	101·8	104·7	105·2	105·2*	105·2*
Synthetic resins and plastic materials	74·0	76·4	76·3	76·3*	76·3*
Steel sheets	137·1	137·1	137·1	137·1*	137·1*
Tinplate	128·3	128·9	128·9	128·9*	128·9*
Other steel goods (excluding tubes)	141·8	142·5	141·6	141·6*	141·6*
Steel tubes	156·9	159·3	159·3	159·3*	159·3*
Iron castings	156·5	157·9	158·0	159·4*	159·4*
Aluminium and aluminium alloy products:					
Extruded and drawn	153·5	163·9	167·0	167·0	167·0
Rolled	144·0	155·9	159·3	159·3	159·3
Castings	156·4	164·0	167·2	167·2	167·2*
Forgings	144·7	149·7	150·2	151·5	151·5
Brass, ingot 65-35, B.S. 1400: B3, delivered	197·3	169·6	191·9	195·7	195·1
Photographic paper and films, etc.	134·1	145·5	145·7	145·7	145·7
Spectacles, etc.	141·3	141·4	141·4	141·4	141·4*
Dental goods	151·2	160·3	160·0	162·4	161·9*
Gramophone records	146·5	145·7	146·1	146·1*	146·1*
Domestic electrical appliances	103·1	103·9	103·7	103·7*	103·7*
Perambulators, etc.	133·6	137·3	140·3	142·0	142·4*
Tools and implements	163·2	170·2	171·0	171·4*	171·4*

	1967	1968			
	Nov.	May	Sept.	Oct.	Nov.
Cutlery	140·3	143·0	142·9	143·7	143·7*
Cutlery (other than razors and razor blades)	151·2	158·6	159·0	160·0	160·0*
Spoons and forks	173·7	212·3	211·4	210·6	209·9*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3*
Domestic hollow-ware	177·2	186·2	186·2	186·2	186·2*
Domestic gas appliances	113·5	113·5	113·5	113·5	113·5*
Cotton yarn	97·6	113·5	116·8	116·7	116·7*
Spun rayon yarn	98·3	103·8	105·1	105·3	105·3*
Irish linen yarns (wetspun)	126·2	123·5	128·7	128·7*	128·7*
Cotton cloth	107·0	117·2	120·1	120·6	120·6*
Linen	137·2	142·0	142·7	145·4	145·7*
Wool tops	64·7	71·3	72·8	75·9	76·6
Worsted yarns	88·8	94·2	95·9	98·0	99·0
Harris tweed	115·3	115·3	115·3	115·3	115·3
Serge cloth	101·1	109·0	110·6	111·4	112·4
Jute yarn	134·6	141·8	142·5	151·4	161·3
Jute piece-goods	139·4	147·0	147·0	148·4	157·4
Rope, twine and net	117·9	120·6	121·2	121·5	121·7*
Hosiery and other knitted goods	102·3	102·3	102·5	102·7*	102·7*
Carpets and rugs	131·8	132·0	132·9	133·7*	134·0*
Canvas goods and sacks	104·8	104·5	110·9	110·9*	110·9*
Leather for footwear	123·5	129·7	134·8	135·6	135·6*
Travel goods	138·4	141·4	141·8	141·8	141·9
Made-up clothing	119·8	121·2	121·9	122·2*	122·3*
Weatherproof outerwear	107·7	107·9	108·1	108·3*	105·3*
Men's and boys' tailored outerwear	122·5	123·3	123·8	123·9	123·9*
Women's and girls' tailored outerwear	117·9	120·0	120·2	120·2*	120·4*
Women's and girls' light outerwear	118·1	119·8	120·2	120·6*	121·0*
Footwear (excluding rubber)	121·0	123·0	123·8	124·2*	124·4*
Refractory goods, including bricks	153·0	159·5	159·5	159·5	159·5*
Non-refractory goods, including bricks	137·0	140·6	141·3	141·4*	141·5*
Building bricks, common, other than fletton, *ex works*	144·9	149·0	149·9	150·0*	150·0*
Building bricks, fletton, common, *delivered*	123·5	130·2	132·2	132·2	132·2*
Electrical porcelain	137·6	139·8	141·0	141·0	141·0
Domestic china and earthenware	164·2	171·4	171·9	171·9*	171·9*
Glass (other than containers)	144·5	147·0	146·1	146·1	146·1
Glass containers	130·4	131·3	129·5	129·5	129·5
Cement, delivered	132·0	132·0	132·0	132·0	132·0

*Provisional figure.
†This index is based on prices ruling on the last day of the month.

(*Continued on next page*)

Robert Hough

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WHOLESALE PRICE INDEX NUMBERS, *continued*

3(a). (*Continued*). Commodities produced in the United Kingdom – 1954=100

(monthly averages)

	1967	1968					1967	1968			
	Nov.	May	Sept.	Oct.	Nov.		Nov.	May	Sept.	Oct.	Nov.
Abrasive paper and cloth	134·4	143·8	143·8	143·8*	143·8*	Other manufactures of paper and board	116·5	124·7	124·7	124·7	124·7*
Cast stone and cast concrete products	117·9	121·6	121·6	121·6	121·6*	Rubber tyres and tubes	130·0	130·0	130·0	130·0*	130·0*
Home-grown hardwood	106·8	108·5	109·6	109·6*	109·6*	Rubber goods (other than tyres and tubes)	123·8	128·8	130·0	130·2*	130·4*
Joinery	144·1	154·6	155·4	155·4*	155·2*	Rubber footwear	139·3	142·2	142·2	142·2	142·2
Domestic furniture	127·6	134·2	134·6	134·5*	134·6*	Linoleum and felt base	151·4	165·4	166·5	166·5	166·5
Bedding, etc.	119·1	125·4	125·5	125·5	125·5*	Brushes and brooms	145·7	153·3	153·3	153·3	153·3*
Wooden boxes, packing cases, crates, etc.	128·7	135·5	136·0	136·0*	136·0*	Toys and games	132·9	137·5	137·7	137·7*	137·8*
Paper and board	114·7	125·1	125·0	125·0*	125·0*	Sports equipment	147·1	149·5	149·5	149·5*	149·5*
Cardboard boxes, cartons and fibreboard packing cases	122·5	127·7	127·7	127·9*	128·0*	Pens and pencils	116·4	121·2	121·6	121·8*	121·8*
Wallpaper	143·2	160·3	160·6	160·6	160·6	Other stationers' goods	137·8	139·3	139·5	139·5*	139·5*
Paper bags	122·3	129·2	126·2	126·2	126·2*	Plastic mouldings	107·7	110·9	110·5	110·5	110·5*
Manufactured stationery	128·0	135·3	135·6	135·6	135·6*						

*Provisional figure.

3(b). Commodities wholly or partly imported into the United Kingdom – 1954=100

(monthly averages)

	1967	1968			
	Nov.	May	Sept.	Oct.	Nov.
Hides and skins	92·9	102·4	106·3	109·0	111·5
Imported	107·3	109·1	111·3	113·6	116·2
Native	71·4	92·2	98·9	102·1	104·4
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	130·5	146·6	152·6	152·6	152·6
Copper, ex-ship, wharf or warehouse†	210·6	186·6	188·9	183·8	187·2
Lead, ex-ship, wharf or warehouse†	91·1	104·2	110·3	108·7	108·9
Nickel, refined, delivered	165·1	185·4	185·4	185·4	185·4
Tin, ingot, min. 99·75 per cent, settlement price†	176·8	181·4	180·5	182·9	195·2
Zinc, ex-ship, wharf or warehouse	133·1	140·5	142·2	141·3	142·7
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	121·8	151·7	150·3	148·9	148·9*
Palm oil, c.i.f., in bulk	101·8	99·4	75·4	75·4	75·4
Whale oil, acid, soft, naked, ex-works	31·7	46·6	55·1	54·1	54·1*
Pyrites, c.i.f. United Kingdom ports	80·5	85·3	88·4	87·7	87·7
Rubber, No. 1 R.S.S. one month future	77·6	88·5	96·1	99·7	102·4
Sulphur, crude (for acid making), c.i.f.	128·1	145·2	144·5	144·5	144·5

	1967	1968			
	Nov.	May	Sept.	Oct.	Nov.
Textiles:					
Coir yarn, c.i.f. Unied Kingdom ports	186·1	178·0	180·6	182·7	185·6*
Cotton, raw	73·4	78·7	77·1	77·0	75·7
Jute, raw, PWC grades, c.i.f. Dundee	155·2	163·9	177·7	188·8	202·7
Jute, raw, PWB grades, c.i.f. Dundee	145·1	149·0	159·7	169·6	183·1
Silk, raw, delivered mill	248·0	225·5	225·4	223·6	223·6*
Sisal, East Africa No., 1 Grade, c.i.f. London	77·4	84·3	95·4	95·7	95·7*
Wool, raw	67·9	78·0	79·1	81·6	81·4*
Crossbred, medium and coarse, c.i.f. UK	56·7	62·7	73·4	77·8	77·3
Crossbred, fine, c.i.f. UK	66·4	80·6	83·2	84·6	83·6
Merino, c.i.f. UK	72·6	83·2	81·4	83·8	83·8
Timber:					
Imported hardwood (ex-yard or wharf)	121·4	137·3	139·6	139·9*	140·8*
Imported plywood (delivered to consumers)	112·0	124·0	127·3	127·5	127·7
Imported softwood (delivered to consumers)	118·6	131·3	133·1	133·5	134·4
Woodpulp, imported	102·0	112·6	113·4	113·4*	113·8*

*Provisional figure. †L.M.E. means of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Ext. 3411 or 3548.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February 23,* 1968.

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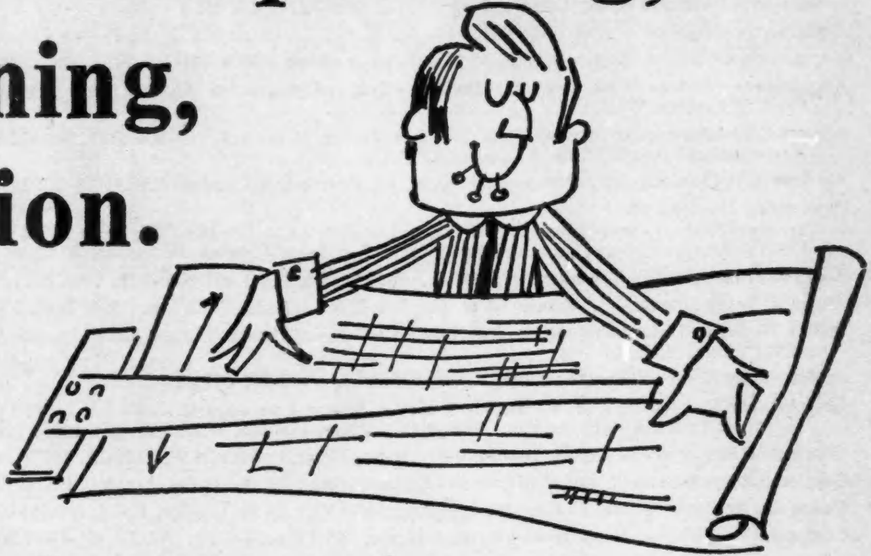

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Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in October showed an increase of 4 per cent on a year earlier, compared with a decrease of 2 per cent in September and a decrease of 4 per cent in August.

The value of stocks at the end of October was 1 per cent higher than a year earlier.

Table 1. Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of sales (Total Home Trade)		Value of stock (at end period) (a)	
		%		%
1965 Year	113	+ 1	..	..
1966 Year	110	— 3	..	..
1967 Year	104	— 5	..	..
1967 4th quarter	129	Nil	116	—17
1968 1st quarter	102	+10	135	—15
2nd quarter	93	+ 3	129	— 6
3rd quarter	105	+ 1	146	— 2
1967 October	140	— 3	132	—11
November	130	— 2	129	—13
December	115	+ 8	116	—17
1968 January	68	+ 3	119	—17
February	97	+ 9	130	—16
March	139	+16	135	—15
April	97	+ 1	131	—12
May	98	+10	138	— 9
June	85	— 3	129	— 6
July	82	+12	134	— 6
August	96	— 4	143	— 4
September	135	— 2	146	— 2
October	146	+ 4	134	+ 1

Table 2. Analysis by department

Percentage changes compared with a year earlier.

	Sales		Stocks (b)
	Oct. 1968	Jan. 1 to Oct. 31	Oct. 1968
	%	%	%
Women's knitted outerwear, blouses and skirts	+17	+ 8	— 9
Women's coats, costumes, furs and raincoats	— 2	— 4	—13
Women's underwear	+ 8	+ 8	— 4
Women's hose and children's socks	+ 5	+ 9	+23
Women's millinery	— 8	— 7	+ 8
Haberdashery, ribbons and wool	+ 6	+13	+11
Children's wear	+ 9	Nil	—14
Men's and boys' shirts, pyjamas and outfitting	— 4	+ 2	— 3
Gloves	— 3	— 3	— 3
Piece-goods and nets	— 1	+12	+ 5
Household textiles	— 9	— 2	— 5
Floor coverings, furniture and hardware	+ 5	+ 6	+19
Grand total (a)	+ 4	+ 4	+ 1

NOTES: (a) Including some items not included among the sub-headings. (b) Values at cost.

Note:

These statistics are prepared by the Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Gold and convertible currency reserves in November

HM TREASURY announce that after loan repayments totalling £54 million, the gold and convertible currency reserves fell by £82 million during November, to stand at £1,046 million at the end of the month.

Note:

The loan repayments were:

	£ million
International Monetary Fund	42
Swiss GAB loan (parallel with drawing on the IMF)	3
Bank for International Settlements (sixth monthly payment)	9
	54

Orders in the footwear industry

IN THE three months ending October net new orders and deliveries in the footwear industry were 7 per cent more and 8 per cent more respectively than in the corresponding months of 1967. Order books at the end of October were 27 per cent more than at the end of October 1967.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand (end of period)	Net new orders	Deliveries
1964	35·8	..	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1967	37·9	16·2	15·9
1966 1st quarter	40·4	17·5	17·4
2nd quarter	46·5	17·4	15·4
3rd quarter	28·7	10·2	16·1
4th quarter	33·9	17·5	15·8
1967 1st quarter	40·5	18·3	16·1
2nd quarter	41·9	15·6	15·2
3rd quarter	30·2	12·0	15·9
4th quarter	37·9	18·9	16·3
1968 1st quarter	46·0	19·8	17·1
2nd quarter	50·0	16·8	15·4
3rd quarter*	38·2	13·1	17·0
1967 August	31·6	11·5	14·6
September	30·2	17·1	18·5
October	31·3	19·0	17·9
November	35·4	22·2	18·1
December	37·9	15·4	12·9
1968 January	37·5	14·3	14·7
February	41·6	22·3	18·2
March	46·0	22·8	18·4
April	51·2	20·0	14·8
May	55·2	20·5	16·5
June	50·0	9·8	15·0
July*	43·7	9·5	15·8
August*	41·3	12·8	16·2
September*	38·2	16·9	20·0
October*	39·6	21·2	19·8

Note: The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

*Provisional.

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- *Wood Chipboard for October* 1968
- *Tools and Implements for August* 1968
- *Cars and Commercial Vehicles for October* 1968
- *Motor Cycles, Three-wheel Vehicles, Pedal Cycles and Parts for September* 1968.

Quarterly at 7s. 6d. a year, post free:
- *Cutlery for July-September* 1968
- *Gloves and Mittens for July-September* 1968
- *Jewellery for July-September* 1968
- *Bedding for July-September* 1968
- *Engineers' Too's for April-June* 1968
- *Motor Control Gear for July-September* 1968.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* Journal.

Shipping movement at United Kingdom ports

Foreign and coasting trade movements during August 1968

THE TOTAL net tonnage of vessels in the foreign trade which entered and cleared United Kingdom ports during August 1968 amounted to 18,674 thousand n.r.t., an increase of 5.9 per cent over the corresponding month of 1967. Commonwealth vessels accounted for 8,413 thousand n.r.t.

During the first eight months of 1968, the volume of cargo entering and clearing United Kingdom ports amounted to 127,337 thousand n.r.t., an increase of 3.5 per cent over the corresponding period of 1967. Commonwealth vessels accounted for 43.4 per cent of the total.

In the coasting trade the total net tonnage of arrivals and departures with cargo during August 1968 increased by 4.6 per cent and for the first eight months remained at a level similar to that of the previous year.

Note: net registered tons (n.r.t.)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, water ballast and crew space.

DEFINITIONS:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast include foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movements in the foreign trade at United Kingdom ports

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of August, 1967	6,985	11,014	4,639	251	6,124	5,268	6,610	3,434	161	3,015
„ Month of August, 1968	7,177	11,482	4,476	241	6,765	5,540	7,192	3,487	209	3,496
„ Eight months ending August, 1967	48,305	79,594	30,969	1,713	46,912	37,108	43,378	21,009	1,167	21,202
„ Eight months ending August, 1968	50,566	82,331	30,834	1,921	49,576	39,055	45,006	21,337	1,242	22,427
n ballast: Month of August, 1967	2,171	2,965	1,459	37	1,469	3,894	7,510	2,687	93	4,730
„ Month of August, 1968	2,119	3,206	1,285	86	1,835	3,920	7,973	2,540	107	5,326
„ Eight months ending August, 1967	12,560	18,520	8,495	297	9,728	23,830	54,799	18,450	756	35,593
„ Eight months ending August, 1968	11,987	18,048	7,670	498	9,880	24,387	56,359	17,500	1,054	37,805

NOTE: In the foreign trade – Tables 1 to 3 – the cumulative figures of vessels and tonnage for the first eight months include movements at Felixstowe during a ten-day period in June which were previously omitted.

(1) Includes Irish Republic and South Africa.

A group of members of the Central London, City and West End Export Clubs (CBI), visited the Central Office of Information on November 26. They were greeted by Sir Fife Clark, the Director General, and introduced to the work of the COI by Mr. R. A. Fleming, Assistant Controller (Overseas). The visitors then took part in discussions on the export publicity services of the COI with members of Overseas Press Services, Photographs, Films and Television, Exhibitions, Radio, Publications, Reference Tours and Production Services, Divisions and Regional Unit.

Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	August		Eight months ended August		August		Eight months ended August	
	1967	1968	1967	1968	1967	1968	1967	1968
Nationality of vessels	Numbers of vessels							
United Kingdim	2,291	2,369	14,331	15,105	1,967	2,144	12,041	12,954
Other Commonwealth (a)	200	172	1,199	1,306	158	150	1,090	1,085
Foreign	4,494	4,636	32,775	34,155	3,143	3,246	23,977	25,016
TOTAL	6,985	7,177	48,305	50,566	5,268	5,540	37,108	39,055
	Thousand net tons							
Commonwealth:								
Registered in United Kingdom	4,639	4,476	30,969	30,834	3,434	3,487	21,009	21,337
Registered in Canada	—	—	4	—	—	—	3	—
Registered in other countries (a)	251	241	1,709	1,921	161	209	1,164	1,242
Total Commonwealth	4,890	4,717	32,682	32,755	3,595	3,696	22,176	22,579
Soviet	116	112	817	910	25	25	174	252
Finnish	83	78	623	743	25	29	281	247
Swedish	570	430	3,778	3,714	305	280	1,883	1,900
Norwegian	1,230	1,409	9,973	10,219	586	696	3,854	4,212
Danish	378	401	2,305	2,351	228	256	1,610	1,656
Polish	35	17	205	203	10	19	90	111
German (Federal Republic)	463	531	3,787	4,110	244	301	2,109	2,554
Dutch	637	711	5,084	5,161	389	452	3,291	3,288
Belgian	269	280	1,823	1,858	284	327	1,532	1,523
French	507	630	2,959	3,060	353	442	1,821	2,057
Spanish	53	48	412	447	52	39	433	400
Italian	157	118	1,171	1,196	8	51	183	293
Yugoslav	18	8	181	149	14	6	72	56
Greek	167	197	1,557	1,480	78	62	538	559
United States of America	277	234	1,827	1,573	232	255	1,469	1,398
Panamanian	204	182	1,512	1,332	9	97	262	507
Liberian	783	1,139	7,066	8,644	22	71	564	592
Other	177	240	1,828	2,426	150	88	1,036	822
Total Foreign	6,124	6,765	46,912	49,576	3,015	3,496	21,202	22,427
GRAND TOTAL	11,014	11,482	79,594	82,331	6,610	7,192	43,378	45,006
Trading areas:								
Irish Republic	781	800	3,689	4,083	724	846	3,686	3,851
Northern Europe (Foreign)	2,951	3,091	20,496	22,941	2,246	2,597	16,331	18,750
Europe (Atlantic) and Western Mediterranean Countries	1,843	2,038	10,309	11,646	1,496	1,642	7,287	7,480
Central and Eastern Mediterranean Countries	406	1,101	6,664	9,198	161	128	1,296	1,260
West and South Africa	418	387	5,313	3,298	233	186	1,847	1,641
East Africa, Persian Gulf, India	1,525	1,737	12,278	13,370	144	188	1,572	1,450
Eastern Asia and Islands in the Pacific	246	227	1,973	1,734	249	121	1,853	1,247
Australasia	230	158	2,307	2,059	128	130	1,222	1,272
North America (Atlantic Coast)	1,703	1,210	8,575	7,035	854	1,028	5,789	5,874
West Indies and Central America (Atlantic Coast)	692	493	6,160	4,803	261	132	1,563	1,089
South America (Atlantic Coast)	151	116	823	932	83	68	427	410
South and Central America (Pacific Coast)	16	24	180	184	7	18	156	117
North America (Pacific Coast)	44	87	768	960	22	83	341	491
Other areas	7	13	59	88	2	25	11	74
Total Commonwealth Countries	2,237	2,876	20,524	18,291	1,575	1,612	9,910	9,700
Total Foreign Countries	8,777	8,606	59,070	64,040	5,035	5,580	33,468	35,306
TOTAL	11,014	11,482	79,594	82,331	6,610	7,192	43,378	45,006

(a) Includes Irish Republic and South Africa.

(*Continued on next page*)

INVESTMENT GRANTS OFFICES

Advice on the working of the investment grants scheme and copies of application forms can be provided by the following offices of the Board of Trade:

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Colman House, Victoria Avenue,
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Tel.: 0702 41341. Telex: 99288.
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All requests for information and application forms for computers and ships should be addressed to Southend.

SHIPPING MOVEMENT, *continued*

Table 3. Foreign trade arrivals and departures at principal ports, January-August

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	2,528	2,221	1,095	2,592	2,266	1,138	366	288	332	2,476	2,159	959
Cardiff	1,076	1,013	437	1,266	1,198	538	420	353	232	1,162	1,209	529
Dover	4,356	4,802	3,773	8,046	8,056	6,564	4,293	4,698	3,457	7,882	7,983	6,482
Felixstowe	—	1,214	1,361	—	1,326	1,456	—	1,083	1,187	—	1,249	1,348
Folkestone	373	293	225	837	842	597	464	350	264	823	841	596
Grimsby including Immingham	2,356	2,616	2,222	2,599	2,934	2,467	916	1,202	964	2,717	2,992	2,506
*Harwich	4,321	4,425	2,403	4,538	4,540	2,486	4,270	4,395	2,512	4,511	4,447	2,556
Holyhead	1,379	1,664	1,132	1,452	1,804	1,217	1,366	1,504	1,129	1,442	1,634	1,222
Hull	3,628	3,520	3,236	3,905	3,772	3,467	1,890	1,929	2,020	3,689	3,539	3,249
Lancaster	174	38	10	181	52	49	13	13	38	247	14	42
Liverpool	9,675	9,176	3,437	11,335	10,454	3,894	4,550	4,014	2,326	11,165	10,527	3,737
London	20,824	20,219	10,180	25,359	24,169	11,775	9,631	9,381	6,591	24,083	23,852	12,275
Manchester	3,980	4,123	2,013	4,181	4,416	2,290	1,183	1,146	1,514	3,647	3,767	2,356
Middlesbrough	2,372	3,046	1,087	3,094	3,770	1,525	1,371	1,351	1,212	3,095	4,100	1,722
Midford Haven	5,052	5,214	255	5,781	6,281	638	936	1,200	401	5,559	5,980	656
Newhaven	627	631	719	637	640	740	620	600	660	629	645	749
Newport	832	963	505	1,235	1,287	650	659	659	557	1,295	1,475	733
Plymouth	216	220	343	348	331	602	125	126	338	324	286	613
Port Tablot	754	690	375	827	750	508	125	110	245	803	738	509
Southampton	11,570	10,932	2,247	13,945	13,982	2,994	5,601	5,648	2,084	14,239	13,712	2,959
Swansea	445	490	278	1,302	1,062	725	1,318	1,083	836	1,600	1,884	956
Tyne ports	1,664	1,463	1,073	2,396	2,156	1,286	1,042	973	631	2,683	2,598	1,320
Glasgow	3,264	2,[illegible]86	975	3,756	2,596	1,097	1,613	1,452	574	4,222	3,097	1,153
Grangemouth	981	1,016	943	1,355	1,262	1,127	913	852	720	1,281	1,190	1,052
Greenock	225	1,418	135	840	1,794	204	171	185	32	798	1,542	161
Leith	570	480	821	643	556	858	213	197	424	757	463	717
Belfast	1,343	1,312	927	1,456	1,394	1,008	250	286	339	1,545	1,455	870
Other ports	5,864	6,198	12,656	8,219	8,572	16,055	3,899	3,843	9,348	8,352	8,992	16,230
TOTAL	90,449	91,583	54,863	112,125	112,262	67,955	48,218	48,921	40,967	111,026	112,370	68,257

*1967 tonnage figures for Harwich include those for Felixstowe.

Table 4. Coasting trade arrivals and departures at principal ports, January-August

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	983	1,014	656	1,340	1,225	2,056	397	417	1,237	1,391	1,412	2,323
Cardiff	344	353	428	729	698	1,292	137	196	543	704	578	1,292
Cowes	1,492	1,456	7,140	3,303	3,042	14,061	1,421	1,390	6,620	3,294	3,032	14,024
Hull	683	640	231	1,059	861	631	384	284	296	1,118	987	780
Immingham	447	602	157	1,181	1,329	712	674	872	449	1,027	1,291	664
Lancaster	991	668	680	1,128	841	1,138	892	792	1,127	1,048	846	1,188
Liverpool	1,770	2,724	2,437	2,514	3,635	3,917	1,861	2,132	2,742	3,062	4,146	4,143
London	4,507	4,739	4,210	6,154	6,385	7,123	1,678	1,557	2,440	6,262	6,419	6,845
Manchester	817	101	135	1,107	175	275	511	50	77	1,131	170	231
Middlesbrough	270	268	225	883	6,140	1,054	254	582	574	659	925	888
Milford Haven	290	235	80	2,152	2,043	998	2,426	2,104	1,025	2,552	2,224	1,090
Portsmouth	269	275	1,199	2,197	2,260	9,961	56	62	551	2,175	2,251	9,853
Preston	714	826	1,445	784	884	1,573	695	794	1,346	820	941	1,685
Southampton	2,179	2,146	7,418	4,307	4,098	9,340	3,835	3,529	8,132	4,314	4,045	10,232
Sunderland	127	124	123	959	956	898	744	755	674	879	877	810
Swansea	156	166	300	1,303	1,391	2,950	801	911	2,211	1,011	1,086	2,633
Tyne ports	414	465	116	2,164	2,461	1,486	1,065	1,356	1,119	1,917	2,082	1,489
Ardrossan	579	897	1,166	825	1,027	1,461	388	656	1,181	723	972	1,549
Glasgow	1,001	435	590	1,557	899	954	552	216	392	1,036	607	879
Greenock	731	1,122	1,763	816	1,388	2,203	832	1,021	1,611	949	1,431	2,221
Stranraer	938	1,039	822	947	1,049	831	937	1,038	817	946	1,050	831
Belfast	4,479	4,542	5,364	4,770	4,894	5,866	4,038	3,733	4,234	4,988	4,736	6,050
Other ports	7,789	7,633	17,968	12,804	12,970	31,394	5,957	6,008	11,222	12,049	12,261	30,677
TOTAL	31,970	32,470	54,653	54,983	55,651	102,174	30,535	30,455	50,620	54,055	54,369	102,377

(*Continued on page* 1639)

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Mr. Anthony Crosland, President of the Board of Trade (sixth from left), and Sir Antony Part, Permanent Secretary (second from left), met the newspaper editors on their arrival.

Regional newspaper editors meet Board of Trade Ministers and officials

The President welcomes the editors to the Board of Trade.

SIXTEEN EDITORS of provincial papers from all over Britain spent a day at the Board of Trade in London on December 3, to learn direct from Ministers and senior officials something of the many and varied aspects of the Board's work.

Mr. Anthony Crosland, President of the Board of Trade, welcomed the editors on their arrival at the Board. They were then given an outline of the functions and responsibilities of the Board of Trade, by Sir Antony Part, Permanent Secretary at the Board.

The party then joined Mr. William Rodgers, Minister of State, Board of Trade, who was chairing a background briefing for the press on the problem of aircraft noise. Topics discussed included the effects of aircraft noise, what is already being done to alleviate the inconvenience to the public, and a look at the future. Mr. Rodgers was later host to the editors at a luncheon, together with Mr. Edmund Dell, Minister of State.

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, then discussed the Board's distribution of industry policy with the editors, and answered questions on their own areas.

The export interests of the Board of Trade were discussed at a 'presentation on exports' chaired by Lord Brown, Minister of State, Board of Trade, with special responsibility for exports. After a showing of the Board's film 'Shop Windows for Exports', describing the different merits of Overseas Trade Fairs, British Weeks and Store Promotions as shop windows abroad for British goods, Lord Brown discussed with the editors the Board's role in promoting exports. Answering questions with him were Mr. H. Birtles, Director, Export Services Branch; Mr. R. Fell, Under Secretary, Export Policy and Promotion Division; and Sir Anthony Percival, Secretary, Export Credits Guarantee Department.

The final event of the day was an opportunity for the editors to discuss aspects of the Board's work in which they were particularly interested with a panel consisting of Mr. Edmund Dell, Sir Antony Part, Mr. C. M. P. Brown, Second Permanent Secretary and Mr. A. D. Peck, Second Secretary.

Those provincial editors who took part in the visit were:

Mr. D. R. S. Baker, Express & Echo, Exeter
Mr. J. E. Crossley, Yorkshire Post
Mr. E. B. Dobson, Evening Chronicle, Newcastle
Mr. J. D. Evans, The Northern Echo, Darlington
Mr. G. B. Farnsworth, Evening Post, Bristol
Mr. John Giddings, Western Mail, Cardiff
Mr. Ian A. Jack, Lancashire Evening Telegraph
Mr. John Leese, Coventry Evening Telegraph
Mr. Max McAuslane, Evening News, Edinburgh
Mr. Richard M. Parrack, North Eastern Evening Gazette, Middlesbrough
Mr. P. J. Roberts, Eastern Daily Press, Norwich
Mr. William Steen, Evening Citizen, Glasgow
Mr. P. M. S. Stephens, The Journal, Newcastle
Mr. Alastair Warren, The Glasgow Herald
Mr. John H. Wiggins, South Wales Echo
Mr. Charles Wilford, Lancashire Evening Post.

Above: Answering editors' questions on the Board's role in promoting exports, left to right: Mr. H. Birtles, Director, Export Services Branch; Lord Brown, Minister of State, Board of Trade; Mr. R. Fell, Under Secretary, Policy and Promotion Division and Sir Anthony Percival, Secretary, Export Credits Guarantee Department.

Left: The editors joined a presentation on aircraft noise chaired by Mr. William Rodgers, Minister of State, Board of Trade. Mr. Rodgers, Minister with special responsibility for aviation, explains some of the problems dealt with by his Department.

Sir Antony Part (centre) in discussion with (left) Mr. Charles Wilford, Lancashire Evening Post and Mr. Ian A. Jack, Lancashire Evening Telegraph.

Mr. Edmund Dell (centre) talks to Mr. P. J. Roberts (left), Eastern Daily Press, Norwich and Mr. E. B. Dobson, Evening Chronicle, Newcastle.

Right: Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, outlines the Board's distribution of industry policy.

Above: At the end of their visit, the editorial party discussed aspects of the Board's work with a 'Brains Trust' consisting of, left to right: Mr. A. D. Peck, Second Secretary; Sir Antony Part; Mr. Edmund Dell, Minister of State, who chaired the event, and Mr. C. M. P. Brown, Second Permanent Secretary.

Lord Brown (left), Minister with special responsibility for exports, puts a point to Mr. Alastair Warren of The Glasgow Herald.

Two editors from Wales—Mr. John Giddings (left) of the Western Mail, Cardiff, and Mr. John H. Wiggins of the South Wales Echo—chat to Mrs. Dunwoody, who discussed the Board's distribution of industry policy.

Sir Antony Part on Board of Trade responsibilities

'THERE IS ONE COMMON THREAD which runs through the work of the Board of Trade: it is nearly all concerned with the terms on which people trade at home and abroad.'

This was said by Sir Antony Part, Permanent Secretary of the Board of Trade, in outlining the activity of the Department in an introductory talk to editors.

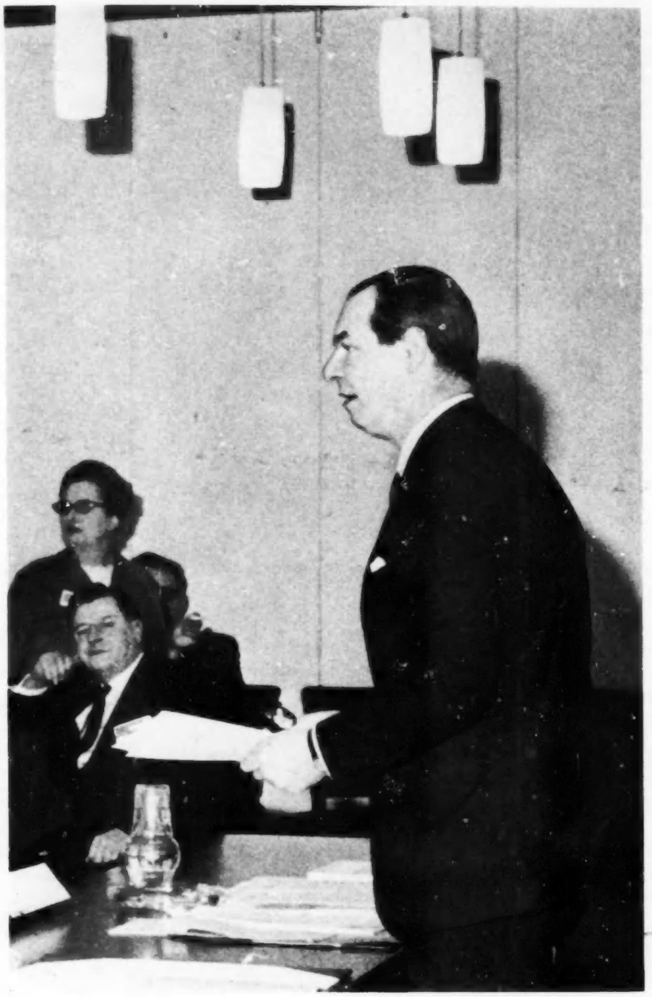
As one of the Central Economic Departments, the Board had both the challenge and the burden of taking its share in the general economic management of the country.

The Department had a staff of 18,000 – half of them outside London – and would be involved in 1968-69 in expenditure of about £490 million. Instancing the allocation of considerable sums to industry in the form of investment grants as part of its financial responsibility, he said: 'It is a good example of how the Civil Service has to work with both speed and care. This is one of the challenges which underlies nearly all the work we do.'

Speaking of relations with the Press, Sir Antony said:

'In my career as a civil servant which has now spanned four Government Departments – Education, Supply, Works and now here – I have always thought of the Press as friendly agencies with whom one should get into as close contact as possible. I have absolutely no patience with any civil servants who regard the Press as some hostile outfit towards which a basically defensive attitude should be adopted. This is not, in my view, the right way to get right relations with the Press.

'We should be as forthcoming as we can. I think we get the best answers both ways from that. There is a vital two-way link of communication here. We hope we can help you and you can most certainly help us.'



Right: Sir Antony Part makes a point to the editors. Mr. Neville Shepherd, Chief Information Officer, and Miss M. I. Lee, Chief Press Officer, are also in the picture.

Discussing ECGD facilities with (left) Mr. John Giddings of the Western Mail, Cardiff and (centre) Mr. John Wiggins of the South Wales Echo, is Sir Anthony Percival, ECGD Secretary.

Mr. C. J. A. Whitehouse, Under Secretary, Distribution of Industry Division, talks on the work and problems of the Division.

Photographs were taken by the Central Office of Information.

Table 5. Shipping movements in the coasting trade at United Kingdom ports

Coasting Trade – Great Britain		Arrived				Departed			
		No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo:	Month of August, 1967	6,356	3,442	2,857	585	6,099	3,343	2,732	611
„	Month of August, 1968	6,954	3,684	3,154	530	6,531	3,508	3,059	449
„	Eight months ending August, 1967	46,975	26,958	21,638	5,320	44,710	26,267	20,758	5,509
„	Eight months ending August, 1968	48,132	27,419	22,810	4,409	45,718	26,506	22,119	4,387
In ballast:	Month of August, 1967	6,771	2,827	2,322	505	6,897	2,810	2,365	445
„	Month of August, 1968	7,873	3,058	2,640	418	8,232	3,385	2,755	630
„	Eight months ending August, 1967	46,058	22,692	17,761	4,931	47,480	22,245	17,798	4,447
„	Eight months ending August, 1968	46,878	22,796	18,414	4,382	49,444	22,534	18,326	4,208
Coasting Trade – United Kingdom									
With cargo:	Month of August, 1967	7,172	4,159	3,444	715	6,773	3,980	3,270	710
„	Month of August, 1968	7,822	4,376	3,745	631	7,250	4,135	3,584	551
„	Eight months ending August, 1967	53,354	31,970	25,795	6,175	49,583	30,535	24,230	6,305
„	Eight months ending August, 1968	54,653	32,470	27,224	5,246	50,620	30,455	25,573	4,882
In ballast:	Month of August, 1967	6,851	2,876	2,370	506	7,146	2,932	2,476	456
„	Month of August, 1968	7,978	3,136	2,697	439	8,494	3,509	2,864	645
„	Eight months ending August, 1967	46,658	23,013	18,039	4,974	49,864	23,520	18,837	4,683
„	Eight months ending August, 1968	47,521	23,181	18,729	4,452	51,757	23,914	19,420	4,494

(a) Commonwealth and Irish Republic.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, December 6, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Dance of the Vampires	Br/E 33670	107	December 3	Metro-Goldwyn-Mayer Pictures Ltd.	Filmways Ltd. and Cadre Films Ltd.
Separation	Br/E 33681	96	December 6	London Independent Producers (Distribution) Ltd.	Bond Films Ltd.
Look at Life Series 38: *Escape into Riches*	Br/E 33682	9	December 6	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Movietone News 2060	Br/E 33375	8	December 6	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2060A	Br/E 33376	8	December 6	„ „	„ „
Pathe News 68-97	Br/E 33427	7	December 6	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-98	Br/E 33428	7	December 6	„ „	„ „
			FOREIGN		
Les Gauloises Bleues	F 33669	93	December 2	United Artists Corp. Ltd.	Les Films Ariane, s.a., Paris.
The Fuz	F 33671	7	December 4	Paramount Pictures (UK) Ltd.	Paramount Pictures Corp.
High but not Dry	F 33672	6	December 4		
Journey into Flight	F 33673	10	December 4	„ „	„ „
Keep the Cool Baby	F 33674	6	December 4	„ „	„ „
Keys to Fishin' Fun	F 33675	10	December 4	„ „	„ „
King of Madison Avenue	F 33676	11	December 4	„ „	„ „
Please Not While I'm Putting	F 33677	9	December 4	„ „	„ „
Thoroughly Bred	F 33678	9	December 4	„ „	„ „
A Symposium of Popular Songs	F 33679	20	December 5	Walt Disney Production Ltd.	Walt Disney Productions.
With Six You Get Eggroll	F 33680	95	December 6	Warner-Pathe Distributors Ltd.	Cinema Center Films.

CORRECTION TO THE REGISTER:

In the list of films registered during the week ended Friday, November 29, the maker of the film 'Caroline Cherie' (F 33665) should read Cineurop s.r.l., Paris.

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Turnover of the catering trades, laundries and dry cleaners and hairdressers in October

THE VALUE of the turnover of the catering trades showed a more substantial increase in October compared with a year earlier than had been experienced in the third quarter, principally because turnover in October 1967 had been markedly affected by the publicity given to the introduction of the breathalizer tests in that month. When account is taken of the month by month variations to which catering turnover has been subject in recent years, the general upward movement through 1968 is seen to have been continued in October. A new series of seasonally adjusted indices of catering trade turnover has been prepared, whose purpose is briefly described in the technical note below.

Value of catering trades turnover

Seasonally adjusted 1964 = 100

Index numbers of turnover per week (current prices)

	1967	1968
1st quarter	114	116
2nd quarter	113	117
3rd quarter	114	118
4th quarter	113	
3 months ended July		116
3 months ended October		119

The turnover of laundries and dry cleaners showed no change between a very dull October 1967 and October 1968, and the turnover of hairdressers showed a small increase on a year earlier very much in line with the corresponding average increase in the first nine months of the year.

Catering trades

Between October 1967 and October 1968 the turnover of the catering trades rose by 7 per cent, largely because of the 8 per cent increase for public houses and the 10 per cent increase for licensed hotels. But it must be remembered that the turnover in these two kinds of business had been exceptionally low in October last year. The turnover of restaurants, cafes, etc. was 4 per cent higher in October than in October 1967, the same rate of increase as was recorded in the third quarter. The increase in canteen turnover in October was 5 per cent over the same period.

Laundries and dry cleaners

The turnover of laundries and dry cleaners in October 1968 was no different, on average, from that recorded in October 1967. The turnover of laundries showed an increase of 3 per cent compared with a particularly disappointing October 1967, whereas the turnover of dry cleaners was 4 per cent lower than a year earlier.

Hairdressers

The turnover of hairdressers showed a 2 per cent increase in October compared with October 1967, the same rate of increase as was recorded over the first nine months of the year. Women's hairdressers did rather better in October, with an increase of 3 per cent, the same increase as was recorded in the third quarter, but men's hairdressers and men's hairdressers-tobacconists showed an increase of only 1 per cent in October, compared with 3 per cent in

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1964 = 100

Kind of Business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS (£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	95	98	104	108	111	123	133	128	128	108	101	114
	1968		100	120	135		96	100	103	115	114	128	135	138	132	115		
	1967	+2	+4	+1	+2	Nil	+4	+4	+5	—1	+1	+2	+3	+2	+2	Nil	+1	Nil
	1968	+3*	Nil	+4	+3		+1	+1	—1	+7	+2	+4	+1	+4	+4	+7		
Licensed hotels and holiday camps (£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968		83	128	169		76	81	90	107	119	153	172	180	159	121		
	1967	+3	+7	+3	+1	+3	+4	+8	+9	+1	+4	+3	—2	Nil	+4	+1	+6	+3
	1968	+6*	+2	+7	+7		+4	+3	—1	+11	+3	+7	+7	+9	+6	+10		
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	111	97	110	132	103	93	98	99	107	106	117	113	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968		101	116	139		96	103	103	115	108	122	135	142	140	113		
	1967	+2	+3	Nil	+1	+2	+2	+4	+3	Nil	—1	+1	—1	+2	+2	+2	+3	+1
	1968	+3*	+1	+5	+4		+1	+2	+1	+7	+4	+4	+2	+4	+5	+4		
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968		102	121	128		100	101	105	119	115	127	130	130	125	115		
	1967	+2	+6	+1	+4	—1	+5	+5	+6	—3	+1	+3	+7	+4	+3	—2	—1	—1
	1968	+2*	—1	+3	+1		+1	Nil	—3	+7	+1	+3	—1	+2	+2	+8		
Canteens (b) (£145 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968		114	107	101		110	114	117	106	113	104	99	97	104	114		
	1967	—2	—2	Nil	—3	—1	+2	—1	—6	+7	—3	—3	—1	—3	—4	—1	+1	—3
	1968	+4*	+5	+2	+6		Nil	+4	+11	—5	+5	+4	+6	+7	+5	+5		

*January-October.

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The October 1968 period was the four weeks from September 29, 1968 to October 26, 1968, the October 1967 period was from October 1, 1967 to October 28, 1967.

(b) Includes catering contractors other than outside contractors, which are included with restaurants, cafes, etc.

the third quarter; it is possible that the October figure may have been affected by the changes resulting from the abandonment of retail price maintenance of tobacco goods.

Seasonal adjustment – technical note

The percentage increase or decrease in turnover compared with a year earlier does not provide an adequate indication of the significance of the latest figure of turnover, more particularly when the earlier figure was itself subject to exceptional influences, as was the case, for instance, of public house turnover in October 1967. In these circumstances a comparison of the rate of increase in the latest period over a year earlier with the corresponding changes recorded in the immediately preceding months will be an inadequate guide to the current trend. A more useful approach is made by comparing the experience of this October with the normal seasonal influence of Octobers in the past. The seasonal adjustment of indices of retail sales, a series very similar to the catering trades, was explained in articles in the *Board of Trade Journal* for January 1, 1960 and July 6, 1962.

The indices for catering turnover have only been available on a comparable basis since 1964. For this period an average seasonal adjustment factor for the four years has been applied to each month, and no allowance has been made for any changes in seasonality over the years.

The relatively short time of four years used to calculate the seasonal adjustment factors means that no significance can be attached to the month by month variations for single months. For this reason figures have been presented on a quarterly basis, with the latest month's figure being incorporated in a three months average.

Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a)

1966 = 100

Kind of business (Turnover in 1966) Provisional estimates (£ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968		96	103	101		90	97	100	100	105	102	104	100	100	104		
	1967	Nil	+1	+2	Nil	—1	+5	+3	—5	+8	—3	+1	—1	—1	+1	—2	—1	Nil
	1968	—1*	—1	—1	—1		—4	—3	+4	—4	+1	—1	Nil	Nil	—2	Nil		
LAUNDRIES (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968		97	102	101		95	98	99	98	105	103	105	100	99	105		
	1967	Nil	—1	+2	Nil	—2	+4	+1	—5	+7	—1	+1	+1	Nil	Nil	—3	—1	—1
	1968	Nil*	Nil	—1	+1		—3	—2	+4	—5	+1	—1	+1	+1	+1	+3		
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968		94	103	100		82	96	102	104	105	101	101	99	101	103		
	1967	+1	+3	+1	Nil	Nil	+8	+8	—4	+9	—5	+1	—3	—2	+3	—1	—1	+2
	1968	—2*	—2	—2	—3		—6	—4	+4	—2	Nil	—3	—2	—1	—6	—4		

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. The figures exclude launderettes. See note (a) to Table 1. *January-October.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a)

1966 = 100

Kind of business (Turnover in 1966) Provisional estimates (£ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968		98	104	106		94	98	102	104	103	105	108	107	105	103		
	1967	+2	+4	+1	+1	+2	+5	+5	+2	+1	+1	+2	+1	+2	+1	+1	+2	+1
	1968	+2*	Nil	+2	+3		—2	—1	+1	+3	Nil	+3	+2	+2	+3	+2		
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968		97	103	109		100	98	95	100	98	109	109	108	109	103		
	1967	+3	+4	+2	+2	+2	+4	+6	+3	+1	+1	+3	+3	+2	+1	+1	+4	+2
	1968	+2*	Nil	+4	+3		+1	Nil	—1	+5	Nil	+6	+1	+3	+5	+1		
Women's hairdressers, and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968		98	105	105		92	98	104	106	105	103	107	107	103	103		
	1967	+2	+4	+1	+1	+1	+5	+5	+2	+1	+1	+2	Nil	+2	+1	+1	+2	+1
	1968	+1*	Nil	+2	+3		—2	—1	+1	+3	+1	+2	+3	+2	+2	+3		

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See note (a) to Table 1. *January-October.

Commonwealth and Sterling Area–88th Statistical Abstract

THE 88TH ISSUE of 'The Commonwealth and the Sterling Area Statistical Abstract' was published on December 3, 1968 for the Board of Trade by HMSO, and is on sale at all branches, price 14s. net (post 8d.).

This publication summarizes the external trade of the Commonwealth and sterling area countries individually and as a group, showing the movement of goods to and from other parts of the world up to the end of 1967. The detail is supplemented by index numbers of the volume and value of sterling area trade and by tables on related subjects such as movements in prices of commodities important in the exports of the Commonwealth and sterling area countries and the production and consumption of selected commodities. The Abstract also contains population statistics and balance of payment tables for the overseas sterling area as a whole and for a number of individual countries including the United Kingdom.

When it was first published, and for many years afterwards, the Abstract was the only compendium of international statistics of any kind, but now wide coverage is given, particularly to trade statistics, by international bodies, and, in addition, many aspects of Commonwealth trade are covered by the Commonwealth Secretariat's publications. Because much of what is contained in the Abstract can now be obtained from these other sources, the Board of Trade has decided to discontinue the Abstract after the 1967 edition.

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68/2

Exhibitions and Fairs

British packaging equipment exhibitors 'well satisfied' at Paris show

By R. O. Barnes, Second Secretary (Commercial), British Embassy, Paris

THE findings of the Commercial Department of the British Embassy, Paris, in their survey in April of this year (see *Board of Trade Journal* of April 12, pages 1173/4) that prospects for the sale of packaging machinery to France are good, were confirmed when 25 British firms exhibited on a combined stand at the Salon International de l'Emballage held in Paris from November 24-30. This was the largest overseas joint venture to date to be organized by the Institute of Packaging in conjunction with the Board of Trade. Forty other British firms were represented in the salon, mainly on their agents' stands.

Mr. Maurice Paynter, chief executive of the Institute of Packaging, assisted by Mr. Bevan Goodman, public relations officer, assembled a representative group from the British packaging industry which demonstrated a wide range of machinery, from labelling machines to shrink-wrapping equipment, and showed a comprehensive selection of materials, from corrugated cartons to plastic containers.

Several factors go together to support the view that prospects for the sale of packaging machinery and materials to France are good: the increase in the number of self-service stores and supermarkets is slowly changing French shopping habits; the development of new housing estates with large apartment blocks is giving rise to high population densities, which are being serviced by supermarkets offering a wide variety of pre-packed items; an increasing number of French housewives, many of whom are working, are no longer prepared to make their traditional daily purchases at small shops.

The purchasing power of the French consumer has increased considerably since the general strike in May and June of this year, and although the recently announced restrictive measures in France will certainly absorb some of this, the stated policy of the French government is still one of expansion, and packaging is undoubtedly becoming increasingly important in modern France.

Of the 353 foreign firms, apart from the 65 British, showing in the Salon, 164 were German, 62 Italian, 36 American, 31 Swiss, 23 Dutch, and the rest came from Sweden, Belgium, Spain, Austria, Denmark, Canada, Australia and Japan. French machinery manufacturers were very thin on the ground considering this was a Paris exhibition. Attendance figures for the show are given as 65,800, with visitors from all the Common Market and EFTA countries, Yugoslavia, Spain and Czechoslovakia accounting for some 4,500.

It is a well known fact to seasoned exhibitors at overseas trade shows that it is only by coming to the market that a manufacturer is able fully to learn of its requirements and to understand its peculiarities. This was demonstrated particularly well at this show, where several British companies who were coming to France for the first time or who had sold only very little by direct sales, came face to face with the French packaging industry on its own ground, and began to learn its lessons. Six British firms, hitherto unrepresented in France, came away with appointed agents. Everyone made valuable new contacts.

All the exhibitors put up an excellent performance. One of the most successful on the combined stand at the exhibition was C. A. Harnden Ltd., who specialize in bag machines and slitting and re-winding machines. Their stand was rarely less than crowded throughout the show, and this can be attributed to the excellent reputation they have built up in France over the years, for quality and efficient after sales service, and also to vigorous pre-show activity to attract customers to their stand. Mr. John Robertson, sales director of Harnden, who has spent 10½ of the last 12 months overseas, claims – with pride – that his firm exports 70 per cent of its production. He spent a full month in France before the packaging show opened visiting established and potential customers with his agents. 'We don't leave our agents to do all the selling,' he said. He was rewarded by a steady flow of visitors to his stand, from whom he took substantial orders.

British exhibitors expressed themselves as being well pleased with their participation in the Salon when Mr. Leslie Minford, Counsellor (Commercial) at the British Embassy, paid an official visit to the British combined stand and attended a reception on behalf of British manufacturers for leading importers and users of packaging machinery and materials, and members of the trade press. Mr. Minford, who spoke briefly at the reception, welcomed French guests and urged British exporters present to back up their successful showing in the Salon by immediate and vigorous action through their agents.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of September 13 issue.

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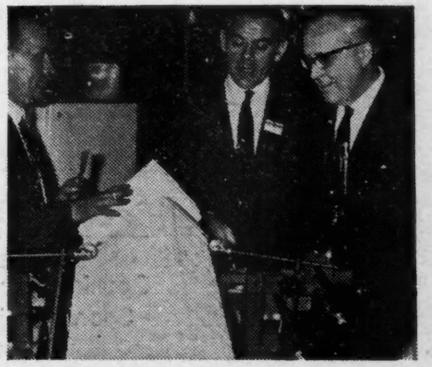
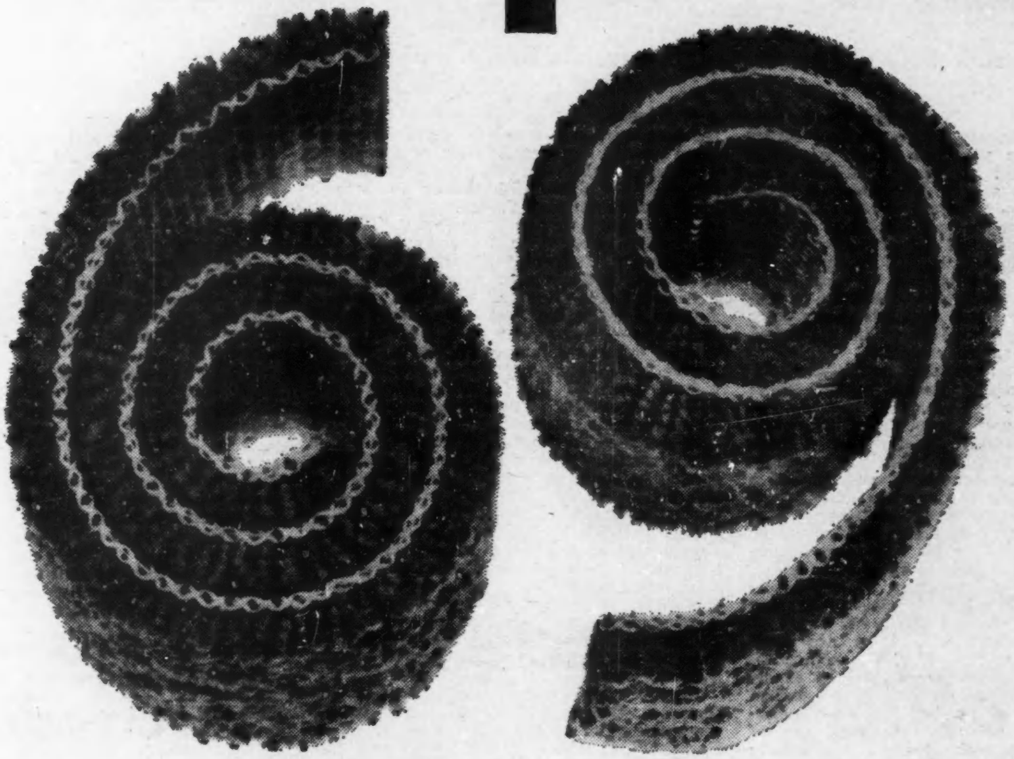


Mr. Leslie Minford, Commercial Counsellor, British Embassy, Paris (extreme left and again right in the above pictures) discusses a point with Mr. B. R. Harris of Tillotsons Corrugated Cases Ltd. (left) and observes a demonstration by Vacuumatic Ltd. (right) at the Paris Packaging Show.

Carpex



International Carpet,
Linoleum and Floor Coverings Fair
Earls Court, London
24 until 28 February 1969

Opening Hours Daily 9.30 am — 6 pm Last Day 9.30 am — 2 pm
Sponsored by: The Federation of British Carpet Manufacturers
The Linoleum Manufacturers' Association and
The Tufted Carpet Manufacturers' Association
Organised by Industrial & Trade Fairs Limited,
Commonwealth House, New Oxford Street, London WC1 Telephone: 01–242 9011

More overseas buyers visit Smithfield

AFTER the depletions in the livestock sections caused last year as a result of the widespread outbreak of foot and mouth disease, the 1968 Royal Smithfield Show returned in force with an increase in foreign buyers over the 1966 figure and the usual large quota of export orders and inquiries.

Overseas visitors to this year's event, held from December 2 to 6 at Earls Court, London, totalled 3,437, compared with 3,146 for 1966. Overall attendance was, however, slightly down on 1966 – 61,599 compared with 68,045. A trade delegation from Yugoslavia was among the visitors from abroad.

Smithfield has always been an important shop window for agricultural machinery – figures released by the Agricultural Engineers Association recently show that it helped the industry, and those parts of the motor industry inevitably tied to it, to earn a total of £159 million worth of foreign currency last year. In addition, the AEA reports that in the first nine months of 1968 export levels were some 11½ per cent higher than for the same period of 1967.

On the eve of the show, E. Allman & Co. Ltd., crop sprayer manufacturers, announced export orders totalling over £31,000. A consignment of 500 MKII Arboyard hand operated sprayers for ring-weeding young trees, worth just under £12,000, was ordered by the Czechoslovakian state buying organization Strojimport, for delivery this year. In addition, orders for £19,000 worth of sprayer parts were received from the Benelux countries, for delivery during December to January.

The Smithfield Show Joint Committee reported at the end of the show that many exhibitors stressed the high number of export inquiries they received. Among them, Lloyd-Still, manufacturers of Mootel cubicle buildings, said they were 'delighted with the interest expressed by European farmers and agents, and by the inquiries from no fewer than seven Continental countries.'

David Brown Tractors announced that of the orders they had taken for tractors for delivery during the first quarter of 1969, £3 million worth were from Europe, from both EEC and EFTA countries. The company had also received £4 million worth of orders from the United States, where the number of David Brown tractors sold in the last four years is now approaching 20,000.

Featuring their 80,000th British built baler on their stand, International Harvester said that orders for pick-up balers taken during the show from overseas customers amounted to £½ million. 'An unusual volume of export visitors with some firm and specific inquiries' were also reported by Crittall Silos Ltd.

HM Queen Elizabeth, The Queen Mother, visited the show on December 4, and toured the trade exhibits.

FORD
8000
MASSEY-FERGUSON
DAVID BROWN

HRH Queen Elizabeth the Queen Mother visited the Royal Smithfield Show last week. Picture on the left shows Her Royal Highness viewing the new Ford 8000 tractor, on display for the first time in the United Kingdom. Right, some of the tractors on view at the Show.

See the world's best-selling hardware

In 1968 32,000 buyers were able to see 30,000 products from 75 different countries and successfully transacted a volume of business which exceeded all expectation. Book *your* five days in London for the 1969 International Hardware Trades Fair . . . five days in which you can meet more top people, carry out more high-level discussions and do more positive business than would otherwise be possible in twelve months' continuous round-the-world travelling. The only independently-organised fair of its kind HTF is also the most friendly. Arranged to allow pleasantly relaxed viewing of all exhibits within the five days, visitors enjoy meeting both old and new colleagues under one roof in an atmosphere which promotes very easy contact throughout all aspects of the hardware trade. The Hospitality Service for Buyers makes sure your off-duty hours are memorable too. Write for brochure and free ticket of admission to:

UNIVERSAL EXHIBITIONS LTD, 9 Castle Place, High Wycombe, Bucks, England

HTF

1969 15th INTERNATIONAL HARDWARE TRADES FAIR
Olympia London January 27-31

Sir Barnes Wallis, chief of the Aeronautical Research and Development Department of the British Aircraft Corporation, tries the 'egg test' on Tesa Tapes stand at the Engineering Materials and Design International Exhibition. The test demonstrates the shock absoption and adhesiveness of foams in open-cell urethane. Sir Barnes Wallis toured stands after opening the exhibition, which was held at Olympia from December 2 to 6.

Display of investiture souvenirs competition

THE COUNCIL of Industrial Design report that the result of the competition for souvenirs commemorating the Investiture of the Prince of Wales will be announced on January 1. The winning items will be displayed publicly for the first time from January 6.

Princess Margaret to visit Tokyo

IT HAS BEEN announced by Kensington Palace that HRH Princess Margaret will visit Tokyo in connection with the British Week. The Princess will be accompanied by Lord Snowdon.

Preparations for the British Week in Tokyo, which will be held from September 26 to October 5, 1969, are already well advanced. Response from the large Tokyo department stores has been most encouraging, and a number of them are arranging to mount spectacular British Week exhibitions. The British Week centrepiece displays will be housed in the Nippon Budokan, an amphitheatre covering 24,500 square feet, and a joint venture exhibition will be held at the Science Museum sponsored by the British Scientific Instruments Manufacturers Association and the Society of British Aerospace Constructors, with the support of the Board of Trade.

New address for British Weeks Directorate

The Board of Trade British Weeks Directorate has moved to: Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Telex 886143).

New address for Overseas Publicity Section

The Overseas Publicity Section, Board of Trade Information Division, has moved to: Seventh Floor, Sanctuary Buildings, 20 Great Smith Street, S.W.1 (Tel. 01-222 7877).

Chemical exhibitions in Johannesburg

IN THE 'Programme of Trade Promotions' supplement published in last week's issue of the Journal, it was announced on page 1573 that the Board of Trade would probably be organizing a joint venture at the Chemical Industries Exhibition, Johannesburg (July 21 to 26, 1969) and at the Chemical Engineering Exhibition, Johannesburg (October 13 to 18, 1969) in collaboration with the British Chemical Plant Manufacturers Association.

It has now been announced that the BCPMA will not be sponsoring these events.

Exhibiting at the Poznan Fair

AS ANNOUNCED in last week's *Journal*, the Board of Trade will again organize a British Pavilion at the Poznan, Poland, International Trade Fair, from June 8-17, 1969.

As space is limited, British manufacturers interested in exhibiting at this event should, as soon as possible, contact: Board of Trade, Fairs Branch, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3558).

BSI portable exhibition

THE BRITISH Standards Institution has prepared a portable exhibition which covers the scope of its activities. Beyond its national and international commitments in the preparation of standards and codes of practice, BSI has taken on a number of added national responsibilities – the industrial change to metric, the Burghard Scheme for electronic components, Technical Help to Exporters Service, etc.

Companies, technical colleges and universities are invited to write to John Hopper, chief press and publicity officer, BSI, 2 Park Street, London, W.1, for the display, which is free. It is self-lit, free-standing and occupies a space of aproximately 6 m. in length, 3.3 m. high and 1 m. deep.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 127, Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

BRITISH INDUSTRIAL EXHIBITION

Sao Paulo, Brazil

March 5-16, 1969

An Exhibition of importance to every export-minded Company with an eye to the wealthy South American Market.

AMERICAN EXPRESS

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Special Inclusive Arrangements from £291

Covering Air Fare to Sao Paulo and return by regular scheduled airline, 14 nights hotel accommodation with bath, and breakfast, transfers on arrival and departure, gratutities and taxes.

Details of Board of Trade's subsidy towards cost, visa requirements, customs regulations, currency allowance, and full information from:

Mr. Rolf Burkhalter
AMERICAN EXPRESS INTERNATIONAL
Group & Conference Division (Dept. B.O.T.)
6 Haymarket, London, S.W.1
Telephone: 01-930 4411
or any American Express Office

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Anglo-Czechoslovak trade

REPRESENTATIVES OF THE Czechoslovak and United Kingdom Governments met in Prague in November to agree arrangements for trade during 1969, the second year of the current Five-Year Trade Arrangement.

Trade with Czechoslovakia continues to grow steadily, and in the first 10 months of 1968 totalled £34.7 million, an increase of £6.8 million over the corresponding period in 1967.

The arrangements for imports from Czechoslovakia in 1969 will be similar to those in force during the last two years. No changes have been made in the lists of goods which may be imported under Open General Licence and under Open Individual Licences. For those goods for which a Specific Import Licence is required, quotas for the calendar year 1969 have been established and are set out in the table below.

For exports to Czechoslovakia the opportunities are based as before on three main groups. Trade in goods not specifically mentioned under these headings is not precluded, nor do the figures in the list represent limits on trade. Business will depend essentially on the competitiveness of the goods and the availability in Czechoslovakia of foreign exchange.

Any inquiries about this notice should be directed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2267).

Goods the import of which from Czechoslovakia remain subject to Specific licence

Goods covered by the following chapters and headings of the United Kingdom Customs Tariff:

- Chapter 2 (except horsemeat, rabbit, venison, mutton, lamb, beef, veal and their offals)
- Chapter 3 (except preserved fish, freshwater fish, fresh and frozen sturgeon)
- Chapter 4 (except headings 04.05 and 04.06)
- Chapter 16 (except headings 16.04 (other than salmon), 16.05 (other than crab), salami, fully cooked prepared lunches and ready-made dishes, and any items wholly of beef or veal)
- Chapter 65
- Heading 01.02
- Heading 08.13
- Heading 17.02(G)(1) Lactose
- Heading 20.04
- Heading 27.09
- Heading 27.10
- Heading 27.11
- Heading 69.11
- Heading 69.12
- Heading 69.13
- Vegetables, fresh, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid, canned or bottled, being asparagus, green beans, beetroot, broccoli and cauliflowers, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs (other than herbs dried in bulk), lettuce and endive, mushrooms, dry bulk onions (including shallots), green peas, radishes, spinach and turnips
- Potatoes and potato products (except potato flakes and potato pancake powder)
- Tomatoes, fresh
- Rhubarb, frozen, dried or preserved otherwise than provisionally or by vinegar, or acetic acid
- Vegetables provisionally preserved containing onion or cauliflower
- Vegetables, preserved by vinegar or acetic acid (including mixed pickles and chutneys) containing beetroot, cauliflower or onions
- Fruit, fresh, frozen, dried, provisionally preserved (including pulp), canned or bottled, being apples, bananas, cherries, currants, gooseberries, grapefruit, loganberries, pears, plums, raspberries and strawberries
- Jams and jellies of apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries
- Fruit juices, syrups and must derived from apples, blackcurrants and pears
- Grapefruit juice and orange juice
- Grass seed
- Dry bulbs, rhizomes, corms and tubers
- Osiers and willows
- Matches (excluding Bengal matches)
- Cigars
- Benzene (including benzole), toluene and xylenes
- Hides and skins, tanned
- Gloves
- Fur shells and fur bodies
- Textiles, including yarns and textile articles, not being carpets, rugs, nets or netting of uniform square or diamond shaped mesh knotted at each corner or yarns or twines of true hemp (canabis sativa)
- Rubber footwear
- Flat glass of 3 m.m. (nominal) thickness and less
- Enamelled hollow-ware
- Cutlery being knives (other than machine knives and surgeons' knives), sharpening steels, spoons and forks, scissors and shears, and long-handled razors
- Typewriters and parts
- Transistorized radio and television receivers
- Electronic valves and tubes, and semi-conductors, and parts thereof
- Motor bicycles, motor scooters, mopeds, and pedal bicycles; parts, components and accessories therefor (excluding chains)
- Aircraft of an all up weight over 4,500 lbs.
- Watches of a value not exceeding 30s. c.i.f. each and watch movements of a value not exceeding 25s. c.i.f. each (other than stop watches)
- Watch parts (other than watch glasses and cases)
- Clocks and parts thereof (other than electric clocks; clock glasses, including those of synthetic materials; clock cases or parts thereof which, at the time of importation, do not enclose a clock movement)
- Sporting ammunition
- Toys and games (other than plastic toys and playing cards)
- Glass Christmas tree ornaments
- Goods not specified above which are at present included in the First Schedule of the United Kingdom Open General Import Licence

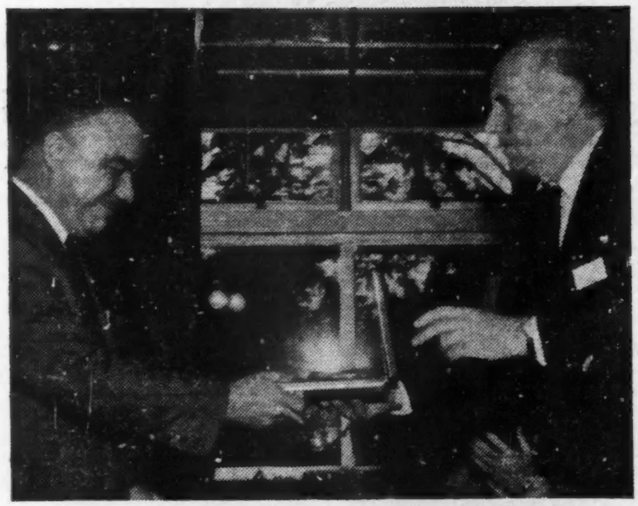
CZECHOSLOVAK GOODS FOR IMPORT INTO THE UNITED KINGDOM

Item No.	Description	Value £'000 or Quantity
1	Matches (except Bengal matches	600,000 Short standards
2	Benzene, toluene and xylenes	450
3	Aircraft of an all up weight over 4,500 lbs.	100
4	Typewriters and parts	70
5	Watches of a value not exceeding 30s. each, and watch movements of a value not exceeding 25s. each (other than stop watches); watch parts (other than watch glasses and cases); clocks and parts thereof (other than electric clocks, clock glasses including those of synthetic material or clock cases or parts thereof which do not at the time of importation encase a clock movement)	40
6	Pigeon timing clocks	5
7	Pedal bicycles	25
8	Parts, components and accessories for pedal bicycles (excluding chains)	60
9	Motor bicycles, motor scooters and mopeds, i.e., all forms of motorized bicycles, whether or not equipped with pedals by which they are capable of being propelled, and spare parts thereof (excluding chains)	125
10	Engines for motorcycles and mopeds	25

(*Continued on next page*)

Item No.	Description	Value £'000 or Quantity
11	Accessories and components for motor bicycles, motor scooters and mopeds (excluding chains)	p.m.
12	Cutlery and parts	30
13	Enamelled hollow-ware	20
14	Chinaware and earthenware including ornamental china	250
15	Glass Christmas tree ornaments	56
16	Toys (other than plastic toys) and games (excluding playing cards) including parts	200
	Textiles, including yarns, and textile articles; man-made fibres; headgear and parts thereof; and gloves:	
17	Textile piece-goods, the following:	
	(a) Grey cloth of cotton, man-made fibres, and mixtures thereof (excluding sailcloth or canvas of cotton not under 12 ounces per square yard) of which not more than £60,000 for cotton	75
	(b) Piece-goods of cotton and man-made fibres and mixtures thereof (excluding sailcloth of canvas of cotton not under 12 ounces per square yard) of which not more than £181,800 for cotton	330
	(c) Woven fabrics of flax under 12 ounces per square yard, excluding linen tea towelling	56
	(d) Woollen and worsted piece-goods, plushes, astrakhans and imitation fur	90
	(e) Furnishing fabrics of which not more than £30,300 for cotton and £20,000 for linen	130
	(f) Furnishing tapestries	50
	(g) Book-binding cloth	2
	(h) Linen tea towels and tea towelling.	290,000 sq. yds.
18	Household goods (blankets, tablecloths, sheets, towels, etc.), and handkerchiefs, of which not more than £70,700 for cotton, £90,000 for linen goods (excluding linen tea towels) and £10,000 for embroidered handkerchiefs	270
19	Felts of all kinds	20
20	Sailcloth or canvas of flax or cotton not under 12 ounces a square yard, and tarpaulins made thereof	5
21	Sailcloth or canvas of man-made fibres impregnated with PVC	20
22	Stockings and socks	90
23	Braids and ribbons, woven labels, sparteries and laces of all kinds	220
24	Outerwear and underwear, the following:	
	(a) Knitted underwear and overwear of all kinds of materials excluding lace or lace net	250
	(b) Apparel including underwear other than apparel covered by (a) and excluding garments containing lace or lace net, of which not more than £315,000 for shirts	260
25	Hats, caps, berets and hoods (excluding silk or lace trimmed) of which not more than £70,000 for hats and hoods of wool or fur felt	130
26	Wool and wool blended yarns	20
27	Non woven textiles of various materials	40
28	Man made filament and fibres	100
29	Nylon cord	15
30	Gloves of which not more than £50,000 for leather gloves	80
31	Tents, canvas bags, buckets and wash basins, large canvas bags used for swimming pools, ground sheets, inflatable mattresses, pillows and cushions and hammocks, wholly or mainly (i.e., 50% or more by weight) of cotton	50
32	Rubber footwear	60
33	Carpet slippers, with rubber soles and textile uppers	20
34	Fur bodies and shells	15
35	Flat glass of 3 mm. (nominal) thickness and less	45
36	Semi-conductor devices and transistorized radio and television receivers	50
37	Electronic valves and tubes	150
38	(a) Canned and bottled fruits grown in Czechoslovakia of the following kinds: Apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries, strawberries	250
	(b) (i) Canned and bottled vegetables of the following kinds: Asparagus, beans (green), beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gkerkins), herbs, lettuce and endive, mushrooms, onions (dry bulb) and shallots, peas (green), radishes, rhubarb, spinach, turnips	75
	(ii) Provisionally preserved vegetables containing cauliflower or onions;	40
	(iii) Vegetables preserved by vinegar or acetic acid (including pickles and chutneys) containing beetroot, cauliflower or onions	70
	(c) Natural fruit juices derived from apples, blackcurrants and pears; and jams and jellies containing fruits of the kind specified in quota 38 (a)	10
	(d) Glace fruits	p.m.
39	(a) Canned pigmeat products fully cooked, as follows:	
	(i) Ham	280
	(ii) Other	270
	(b) Poultry and game, fully cooked	p.m.
	(c) Prague smoked meat products, not canned (e.g. Debreciner roast, pork rollade, Prague sausages and frankfurters, Debreciner sausages, Prague ham and Prague ham on the bone) subject to the Importation of Carcasses and Animal Products Order, 1954	60
40	(a) Cheese	270 tons
	(b) Processed milk	20
	(c) Butter	p.m.
41	Fresh fruits and vegetables of which not more than 125 tons of apples and pears and not more than 25 tons for apples imported between July 1 and December 31, and not more than £40,000 for onions imported between August 1 and November 30	60
42	Vegetables and fruit, dried or frozen, as follows:	
	(a) Vegetables, being asparagus, green beans, beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs (other than dried in bulk), lettuce and endive, mushrooms, green peas, radishes, spinach and turnips, rhubarb, onions and shallots:	
	(i) Dried	25
	(ii) Frozen	125 tons
	(b) Fruit, being apples, pears, cherries, currants, goosberries, loganberries, plums, raspberries and strawberries:	
	(i) Dried	10
	(ii) Frozen (of which not more than 30 tons for strawberries, 30 tons for raspberries and 30 tons for blackcurrants)	100 tons
43	Sporting ammunition	60
44	Tanned hides and skins	p.m.
45	White spirit	50

p.m. – pro memoria



Pye Telecommunications Ltd. held a European sales conference at the Garden House Hotel, Cambridge, on November 27. The delegates represented £1 million exports per year in radio communications equipment. It is hoped that this meeting will help stimulate exports in the coming year to over £1.5 million. In attendance were 25 management delegates from France, the Federal Republic of Germany, Switzerland, Denmark, Holland, Sweden, Norway, Italy, Spain, Austria, Belgium, Finland, Luxembourg, Portugal, Yugoslavia, South Africa and Eire. Mr. Threfall, managing director (right) presented the 30,000th Pye Pocketfone to Mr. Van Daele, general manager of Pye Telecommunications Societe Anonyme Belgique. This presentation formed part of an export order to Belgian municipal police at Borgerhout. It is hoped that this order will be the forerunner of more schemes in Europe.

UNITED KINGDOM GOODS FOR IMPORT INTO CZECHOSLOVAKIA

Item No.	Description	Value £'000 or Quantity
A	Goods other than consumer goods including but not restricted to: Machinery and plant of all kinds (including printers' paper – converting and book-binding machinery). Mechanical handling equipment. Contractors' plant. Machine tools. Engineers' cutting and forming tools, hand tools, portable power tools, paint spray equipment. Surgical, medical and dental equipment. Laboratory instruments, measuring and testing instruments. Computers. Electrical, electronic and communication equipment, including valves. Ball and roller bearings. Carbon, carbon brushes, electrodes and resistors. Cine, photographic and optical equipment and materials. Industrial trucks and trailers. Railway equipment. Internal combustion engines. Aircraft. Parts, components and accessories for any of the foregoing. Chains, belts links and brake linings. Rubber and plastic products. Latex. Leather and leather belting. Asbestos products. China clay. Refractory ware and crucibles. Non-ferrous metals. Iron and steel and non-ferrous semi-manufactured and finished products. Plastics. Dyestuffs, paints, colours, pigments, printing inks and raw materials therefor. Chemicals (including phenol and light magnesium oxide). Abrasives. Insulating materials. Veneers. Paper. Self-adhesive tapes. Transparent cellulose film. Man-made fibres. Yarns and threads. Exposed cinematographic films. Wool and other animal hair and tops. Rags. Bone glue and gelatine. Fish and vegetable oils. Field seeds. Pedigree livestock.	

Item No.	Description	Value £'000 or Quantity
B 1	Complete motor cars, commercial vehicles, spare parts and components	620
2	Motorcycles, scooters and mopeds and accompanying spare parts	35
3	Footwear	45
4	Textiles and textile products of all kinds	700
C	*Other consumer goods* including but not limited to: Pressure cookers, domestic electrical appliances, polishes, creams and dressings for footwear, furniture and floors, toilet preparations, aromatic materials and essential oils, sports goods, toys, linoleum, plastic floor covering, other plastic products, leather cloth, musical instruments and parts, books, periodicals, products of the gramophone industry, stationery and office requisites, fish, potable spirits and other foodstuffs, cutlery, safety razors and razor blades, smokers' requisites, domestic hollow-ware, kitchen hardware	970

Imports from Rumania

THE BOARD OF TRADE have issued Notice to Importers No. 1236 setting out the licensing arrangements for imports from Rumania for the twelve-month period running to September 30, 1969. Full details and the list of quotas appeared in the *Board of Trade Journal* of October 25, 1968 (pages 1141 and 1142).

Technical agreement between Rumania and Jordan

ON NOVEMBER 20, 1968 the Jordanian and Rumanian Governments signed a 10 year agreement whereby the Rumanians will provide technical assistance and undertake oil prospecting in Jordan. Up to eight years credit at 2½ per cent interest will be granted, and 60 per cent of payments will be in phosphate or other minerals (if found), the remaining 40 per cent being in sterling.

The parties also agree to extend to each other more favoured treatment than to any but Arab countries and other neighbours.

A translation of a local press report on the agreement is held at the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221).

Colombia and the USSR

THE BOARD OF TRADE has just received a copy of the final version of a trade agreement between the Republic of Colombia and the Union of Soviet Socialist Republics, signed in Moscow on July 25, 1967.

The agreement provides for a 'most favoured nation' relationship between the two countries, although this provision does not relate to advantages granted by either signatory to bordering countries or co-members of free trade zones or other regional economic groupings. Specific reference is made in the agreement to the endeavour of the Soviet foreign trade organizations to use the proceeds from exports of machinery, equipment and other Soviet goods to Colombia for the purchase of Colombian manufactured and semi-manufactured articles (as opposed solely to primary products).

The USSR Foreign Trade Bank and the Banco de la Republica of Colombia will each open interest-free United States dollar accounts to be used for current payments between the two countries, as well as any other costs relating to commercial transactions and non-commercial arrangements as agreed between the parties. The balance of either account should not exceed United States $1 million, although there exists a provision for repayment of excess balances in freely convertible currency. Subject to mutual agreement, balances may be used for triangular transactions.

A Mixed Commission is to be established which would supervise the performance of the contract and prepare recommendations to help increase and expand commercial and economic relations between the two countries.

The agreement will remain in force for two years, thereafter to be automaticaly extended for one-year periods, subject to termination by three months' notice by either party.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2288).

Double taxation relief

Grenada

THE BOARD of Inland Revenue announce that an Order in Council relating to the Double Taxation Agreement with Grenada relating to taxes on income was made on November 22, and has now been published as Statutory Instrument 1968, No. 1867.

Lesotho

An Order in Council relating to the Double Taxation Agreement with Lesotho relating to taxes on income was made on November 22, and has now been published as Statutory Instrument 1968, No. 1868.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Austria, Burma, Cyprus and Mexico have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

A conference in Belgrade brought an exchange of views between Mr. M. I. Prichard (centre left), chairman and managing director of the Perkins Engines Group, and Dr. Borovoje Jelic (second from right), Yugoslavia's State Secretary for Industry and Commerce. Both are flanked by aides and representatives of Yugoslav enterprises manufacturing Perkins engines under licence and installing them in farm tractors and other equipment. Mr. F. N. Wilkinson, overseas projects manager of Perkins' licensee development department, is at far end of table on left.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757 Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(239/68) Switchboard, Telegraph and Telex Centre Extension for Ministere des Postes et Telecommunication. (Further Information.) Tender documents now available. E.S.B. 44092/68.*

(242/68) Recording Equipment for Ministry of Information. (Further Information.) Closing date postponed to January 13, 1969. E.S.B. 26437/68.

ARGENTINE

(239/68) Telephone Cable for Municipality of the City of Buenos Aires. January 7, 1969. E.S.B. 45125/68.

Servicios Electricos del Gran, Buenos Aires, SA:

(240/68) Panel Boards; Cartridge Fuses. December 26. E.S.B. 45118/68.*

(240/68) Valves. January 7, 1969. E.S.B. 45119/68.*

AUSTRALIA

(239/68) Radio Communication Equipment for Cairns Regional Electricity Board. January 15, 1969. E.S.B. 45135/68.*

(242/68) Surface Grinder for Department of Supply. January 15, 1969. E.S.B. 45482/68.

(242/68) Lathe for District Contract Board. January 16, 1969. E.S.B. 45483/68.

(239/68) Ground Investigation for Tunnel for Melbourne and Metropolitan Board of Works. January 14, 1969. E.S.B. 45140/68.

State Electricity Commission of Queensland:

(242/68) Conductor. January 8, 1969. E.S.B. 45501/68.*

(242/68) Oil Circuit Reclosers. January 8, 1969. E.S.B. 45502/68.*

(242/68) Inert Retarders for Victorian Railways. February 19, 1969. E.S.B. 45481/68.

BELGIUM

(240/68) Tyres and Tubes for HQ, AFSE. January 10, 1969. E.S.B. 45150/68.*

BURMA

Myanma Export Import Corporation:

(242/68) Hack-saw Blades. December 27. E.S.B. 45560/68.*

(243/68) Needles. December 27. E.S.B. 45561/68.*

(243/68) Plumbers' Tools. December 27. E.S.B. 45562/68.*

(243/68) Mechanics' Tools. December 25. E.S.B. 45563/68.*

(243/68) Vices. December 25. E.S.B. 45564/68.*

People's Oil Industry:

(242/68) Tools. January 10, 1969. E.S.B. 45556/68.*

(242/68) Centrifugal Pump. January 10, 1969. E.S.B. 45557/68.*

(239/68) Gymnasium Seating for Public Works Corporation. December 30. E.S.B. 45101/68.*

State Timber Board:

(242/68) Avometer. January 8, 1969. E.S.B. 45571/68.*

A few of the 4,000 diesel engines manufactured by the Dorman Engine Division of English Electric Diesels Limited and being packed for shipment to the East Pakistan Development Corporation by J. Hickman & Son (Brierley Hill) Limited.

(242/68) Tipping Truck. January 8, 1969. E.S.B. 45572/68.*

Union of Burma Railway Board:

(240/68) Line Block Instruments. January 10, 1969. E.S.B. 45188/68.*

(241/68) Railway Workshop Equipment. January 27, 1969. E.S.B. 45454/68.*

(241/68) Railway Equipment. January 27, 1969. E.S.B. 45455/68.*

(242/68) Steel Cable. January ?0, 1969. E.S.B. 45458/68.

(242/68) Generators, Voltage Stabilizers. January 16, 1969. E.S.B. 45459/68.*

(242/68) Batteries. January 6, 1969. E.S.B. 45456/68.*

(242/68) Railway Workshop Equipment. January 30, 1969. E.S.B. 45457/68.*

(242/68) Point Machine and Accessories. January 13, 1969. E.S.B. 45460/68.*

CANADA

British Columbia Hydro and Power Authority:

(242/68) Distribution Centres. February 4, 1969. E.S.B. 45496/68.

(242/68) Generator Terminal Equipment. January 28, 1969. E.S.B. 45497/68.

(240/68) Development Project for Canadian Federal Government. February 1, 1969. E.S.B. 45402/68.*

CEYLON

(238/68) Construction of Water Treatment Station for Central Tender Board. January 17, 1969. E.S.B. 44875/68.*

(242/68) Machinery and Plant for Fish Terminal for Ceylon Fisheries Corporation. January 20, 1969. E.S.B. 45549/68.

Department of Agriculture:

(243/68) Trucks. February 15, 1969. E.S.B. 45548/68 and 45550/68.

(243/68) Vehicles. February 1, 1969. E.S.B. 45545/68.

(243/68) Lorries. February 15, 1969. E.S.B. 45546/68.

(243/68) Water Bowsers. February 15, 1969. E.S.B. 45547/68.

(238/68) Sound Recording Equipment for Ministry of Information and Broadcasting. January 30, 1969. E.S.B. 44862/68.*

Paranthan Chemicals Corporation:

(238/68) Caustic Soda. December 28. Tender documents now available. E.S.B. 44857/68.*

(238/68) Anodes. December 28. Tender documents now available. E.S.B. 44858/68.*

(238/68) Tape. December 31. Tender documents now available. E.S.B. 44859/68.*

(238/68) Construction of a Water Supply System for Tender Board, National Housing Department. December 30. Tender documents now available. E.S.B. 44861/68.*

CHILE

(239/68) Electrical Earthing Connections for Empresa Nacional de Electricidad, SA. January 11, 1969. E.S.B. 45133/68.*

COLOMBIA

(242/68) Turbo Pumps, Transformer for Empresa de Energia Electrica de Bogota. February 3, 1969. E.S.B. 45499/68.

(240/68) Refuse Collection Vehicles, Crane, Road Sweeper for Empresas Publicas de Pereira. January 15, 1969. E.S.B. 45174/68.

ETHIOPIA

(242/68) Power Station Equipment for Ethiopian Electric Light and Power Authority. December 30. E.S.B. 45495/68.*

HONG KONG

(242/68) Stationery for Government Stores Department January 17, 1969. E.S.B. 45522/68.*

INDIA

Central Railways:

(239/68) Route Relay Interlocking Apparatus. (Further Information.) Tender documents now available. E.S.B. 44189/68.*

(239/68) Rectifier Set. February 28, 1969. E.S.B. 45131/68.

(239/68) Construction of Earthen Embankment for Government of Maharashtra. January 9, 1969. E.S.B. 45130/68.

(238/68) Construction of Dam for Government of Mysore. January 6, 1969. E.S.B. 44878/68.

Hindustan Shipyard Ltd.:

(239/68) Windows. January 28, 1969. E.S.B. 45128/68.*

(239/68) Zinc Slabs. January 22, 1969. E.S.B. 45146/68.*

(239/68) Steel Sheets, Bars, etc. for India Supply Mission. January 6, 1969. E.S.B. 45148/68.

(239/68) Civil Engineering Works for Public Works Department, Mysore. (Further Information.) Tender documents now available. E.S.B. 43226/68.*

(239/68) Transformers; Junction Boxes for UP State Electricity Board. January 6, 1969. E.S.B. 45132/68.*

IRAN

(240/68) Cochineal for Sherkat Sahami Moamelat Khareji. Closing date not known. E.S.B. 44216/68.

IRAQ

(240/68) Steel Plates for Hilal Industrial Co. December 31. E.S.B. 35785/68.

Iraqi Ports Administration:

(240/68) Hydraulic Platform Truck. (Further Information.) E.S.B. 44339/68.*

(240/68) Tractors with Rollers. (Further Information.) Tender documents now available. E.S.B. 44345/68.*

(240/68) Computer System. March 5, 1969. E.S.B. 44367/68.*

(240/68) Steel Angle. December 25. E.S.B. 45172/68.

Ministry of Defence:

(240/68) Battery Jackets. December 28. E.S.B. 45167/68.

(240/68) Tyres and Tubes. December 31. E.S.B. 45169/68.

(240/68) Water Pipes. December 28. E.S.B. 45168/68.

(240/68) Construction of Sewer for Ministry of Municipal and Village Affairs. January 25, 1969. E.S.B. 45177/68.

(240/68) Boilers for Ministry of Oil and Minerals. January 7, 1969. E.S.B. 45170/68.

(240/68) Cement Plant for Mosul Cement Co. January 15, 1969. E.S.B. 45181/68.

(241/68) Telephone Switchboards for Posts, Telegraphs and Telephones Administration. February 11, 1969. E.S.B. 45453/68.

Continued on page 1653)

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†*The* **The Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments' summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

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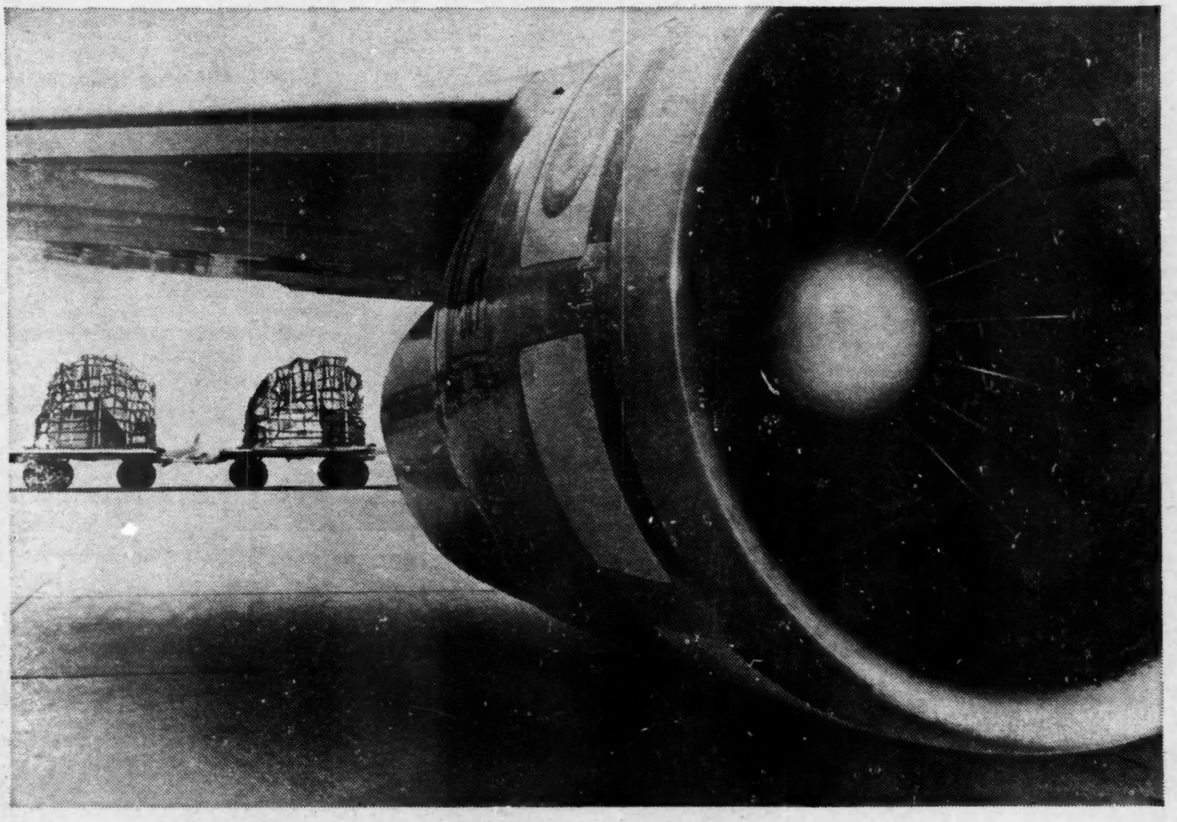

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Germany, Holland, Italy, Norway, Sweden, Switzerland.

IRISH REPUBLIC

(242/68) Chlorination Equipment for Birr Urban District Council. December 31. E.S.B. 45532/68.

(242/68) Paints, Oils for Coras Iompair Eireann. January 7, 1969. E.S.B. 45531/68.

(242/68) Container Crane for Cork Harbour Commissioner. December 30. E.S.B. 45529/68.

(241/68) Pump Turbines and Generators for Electricity Supply Board, February 14, 1969. E.S.B. 45462/68.*

JORDAN

Jordan Cement Factories Co. Ltd.:

(238/68) Cement Grinding Plant. January 22, 1969. E.S.B. 44716/68.*

(243/68) Ammonium Nitrate December 28. E.S.B. 45602/68.*

KENYA

(241/68) Bridge Timber for East African Railways and Harbours. January 3, 1969. E.S.B. 45451/68.

KUWAIT

Kuwait Oil Co. Ltd.:

(241/68) Pipes. December 29. E.S.B. 45412/68.*

(241/68) Heat Exchanger Tubes. December 29. E.S.B. 45413/68.*

Ministry of Electricity and Water:

(241/68) Sulphuric Acid. January 5, 1969. E.S.B. 45410/68.*

(241/68) Liquid Chlorine Containers. January 7, 1969. E.S.B. 45411/68.*

LIBYA

(239/68) Drainage System for Central Tenders Board. (Further Information.) Closing date postponed to January 20, 1969. E.S.B. 40528/68.

(242/68) Construction of Sewers for Ministry of Finance, Central Tenders Board. March 3, 1969. E.S.B. 45487/68.

MALAYSIA

(242/68) Fans for Director of Public Works. December 31. E.S.B. 45530/68.*

(239/68) Hospital Equipment for Federal Divisional Tenders Board. March 5, 1969. E.S.B. 45114/68.*

(240/68) Stationery for Government Printers. January 30, 1969 E.S.B. 45164/68.*

MALTA

Treasury:

(238/68) Pipes and Castings. January 2, 1969. E.S.B. 44879/68.*

(238/68) Phosphoric Acid. January 2, 1969. E.S.B. 44880/68.*

(239/68) Diesel Engines. January 2, 1969. E.S.B. 45117/68.*

(242/68) Metal Windows. January 9, 1969. E.S.B. 45539/68.*

(242/68) Ball Pens. January 9, 1969. E.S.B. 45540/68.*

(243/68) Telephone Exchange. January 9, 1969. E.S.B. 45537/68.*

(243/68) Paper. January 9, 1969. E.S.B. 45538/68.*

MOROCCO

(240/68) Transformer for Moroccan Office National de Electricite. January 3, 1969. E.S.B. 45186/68.

NEW ZEALAND

(242/68) Electric Cable for Invercargill City Council. February 3, 1969. E.S.B. 45484/68.

Post Office HQ:

(242/68) Valves. January 24, 1969. E.S.B. 45595/68.*

(242/68) Hydrometers. January 24, 1969. E.S.B. 45465/68.*

(242/68) Signal Generators. January 21, 1969. E.S.B. 45466/68.*

(243/68) Fuse Mountings. January 29, 1969. E.S.B. 45544/68.*

NETHERLAND ANTILLES

(238/68) Laying of Water Mains for Water Distribution Services. January 15, 1969. E.S.B. 44886/68.*

NIGERIA

Ministry of Health and Social Welfare:

(242/68) Pharmaceuticals; Surgical Dressings. January 15, 1969. E.S.B. 45520/68.

(242/68) Hospital Supplies. December 27. E.S.B. 45521/68.

PAKISTAN

(240/68) Surveying Equipment for Director of Supply. December 30. E.S.B. 45179/68.*

(243/68) Pipes and Specials for Karachi Port Trust. January 6, 1969. E.S.B. 45707/68.

PANAMA

(242/68) Steam Generating Plant for Instituto de Recursos Hidraulicos Electricos. January 31, 1969. E.S.B. 45500/68.

PHILIPPINES, REPUBLIC OF

(240/68) Coke Plant; Steam Power Plant for CEPOC Industries. Closing date not stated. E.S.B. 42990/68.

SAUDI ARABIA

Ministry of Defence and Aviation:

(241/68) Vehicles. January 5, 1969. E.S.B. 45419/68, 45421/68, 45424/68 and 45425/68.

(241/68) Buses. January 5, 1969. E.S.B. 45420/68.

(241/68) Ladders. January 5, 1969. E.S.B. 45422/68.

(241/68) Drain Sweepers. January 5, 1969. E.S.B. 45423/68.

(241/68) Motor Cycles; Bicycles. January 5, 1969. E.S.B. 45426/68.

(241/68) Medicines. January 25, 1969. E.S.B. 45443/68.

(241/68) Air-conditioners; Water Coolers. January 4, 1969. E.S.B. 45444/68.

(241/68) Decoration and Equipping of Lecture Hall for Ministry of Interior. December 30. E.S.B. 45446/68.

(241/68) Testing Apparatus for Public Works Department (Further Information.) January 30, 1969. E.S.B. 43762/68.*

SINGAPORE, REPUBLIC OF

Public Utilities Board:

(239/68) Road Tanker. January 7, 1969. E.S.B. 44850/68.*

(241/68) Distribution Equipment Cables. (Further Information.) The closing dates have been postponed to between January 27 and February 3, 1969. E.S.B. 39024/68.

(242/68) Telecommunications Equipment for Telecommunications Department. December 26. E.S.B. 45489/68.*

SOUTH AFRICA, REPUBLIC OF

State Procurement Board:

(241/68) Electric Cable. January 13, 1969. E.S.B. 45160/68.*

(241/68) Jerseys. January 16, 1969. E.S.B. 45415/68.*

(241/68) Concrete Vibrators. January 16, 1969. E.S.B. 45416/68.*

(241/68) Steel Plate January 8, 1969. E.S.B. 45429/68.*

(241/68) Tractors. January 22, 1969. E.S.B. 45418/68.*

(241/68) Tools. January 22, 1969. E.S.B. 45417/68.*

State Tender Board:

(241/68) Cranes. January 16, 1969. E.S.B. 45431/68* and 45433/68.*

(241/68) Power Rammers. January 16, 1969. E.S.B. 45432/68.*

(241/68) Agricultural Wheel Tractors. January 16, 1969. E.S.B. 45430/68.*

SUDAN

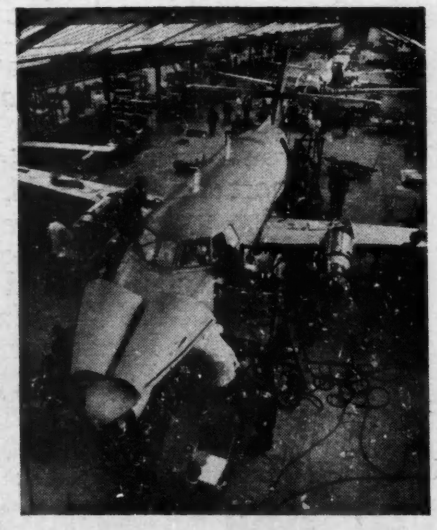
(239/68) Operating Theatre Suite Plant and Equipment for Ministry of Works. January 22, 1969. Tender documents now available. E.S.B. 44882/68.*

Rural Water and Development Corporation:

(239/68) Pump Rods and Pony Rods. January 12, 1969. Tender documents now available. E.S.B. 44893/68.*

(239/68) Steel Casing. January 6, 1969. Tender documents now available. E.S.B. 44894/68* and 44895/68*.

(239/68) Vehicles. January 6, 1969. Tender documents now available. E.S.B. 44896/68*



One of the Jetstream production lines in Handley Page's new three-bay assembly building. From here aircraft are wheeled to the company's adjacent main hall (of 420,000 sq. ft.) for final equipping prior to flight testing. This twin turbo-prop has three basic versions; executive; commuter; military close-support. Already, 176 Jetstreams (worth £40 million) have been ordered and the first of these is due for delivery to the United States next month.

(239/68) Rising Mains. January 12, 1969. Tender documents now available. E.S.B. 44892/68.*

(239/68) Leather for Sudan Gezira Board. January 4, 1969. Tender documents now available. E.S.B. 44881/68.*

TAIWAN

Central Trust of China:

(242/68) Methyl Bromide. January 7, 1969. E.S.B. 45512/68.*

(242/68) Pneumatic Tools. January 7, 1969. E.S.B. 45514/68.*

(242/68) Electronic Components. January 6, 1969. E.S.B. 45510/68.*

(242/68) Tank Mixer. January 9, 1969. E.S.B. 45518/68.*

(242/68) Geranyl Acetate. January 8, 1969. E.S.B. 45517/68.*

(242/68) Textile Machinery and Accessories. January 6, 1969. E.S.B. 45509/68.*

(242/68) Zinc Plate. January 9, 1969. E.S.B. 45508/68.*

(242/68) Steel Plates and Round Bars. January 8, 1969. E.S.B. 45516/68.*

(242/68) Tubing and Fitting. January 9, 1969. E.S.B. 45519/68.*

(242/68) Valves. January 7, 1969. E.S.B. 45513/68.*

(242/68) Wrenches. December 27. E.S.B. 45506/68.*

(242/68) VHF Base Station. December 30. E.S.B. 45515/68.*

(242/68) Truck Mounted Crane. January 7, 1969. E.S.B. 45511/68.*

(242/68) Crawler Tractor. December 28. E.S.B. 45507/68.*

(243/68) Generating Sets, Battery Charging Equipment. December 26. E.S.B. 45590/68.*

THAILAND

(238/68) Sodium Sulphate for Glass Organization. December 28. E.S.B. 44838/68.

(240/68) Street Lighting Equipment for Metropolitan Electricity Authority. January 23, 1969. E.S.B. 45152/68.*

(238/68) Surgical Dressings for Ministry of Public Health. February 14, 1969. E.S.B. 44871/68.

(241/68) Ceramics Production Equipment for SP Ceramic Co. Ltd. Closing date not stated. E.S.B. 44546/68.*

State Railway of Thailand:

(240/68) DDT Solution. December 27. E.S.B. 45154/68.

(240/68) Airless Spray Equipment. January 13, 1969. E.S.B. 45157/68.*

TRINIDAD/TOBAGO

(242/68) Aluminium Conductor for Trinidad and Tobago Electricity Commission. January 31, 1969. E.S.B. 45461/68.*

TUNISIA

(241/68) Dredging Works for Office des Ports Nationaux Tunisiens. (Pre-qualification Information.) E.S.B. 45478/68.*

(241/68) Paper Bags for Societe Tunisienne du Sucre. January 10, 1969. E.S.B. 45414/68.*

TURKEY

Deniz Kuvvetleri-Komutanligi:

(242/68) Air Compressors. December 25 and December 30 respectively. E.S.B. 45434/68* and 45528/68.*

(242/68) Diesel Generator Set. December 30. E.S.B. 45527/68.*

(242/68) Anchor Capstan. December 30. E.S.B. 45525/68.*

(242/68) Capstan. December 30. E.S.B. 45526/68.*

(242/68) Garage Equipment for Petrol Ofisi Genel Mudurlugu. December 30. E.S.B. 45477/68.*

(242/68) Thread Gauges and Threading Tools for State Railways Administration. December 27. E.S.B. 45524/68.*

UGANDA

Ministry of Health:

(238/68) Chemicals and Pharmaceuticals. December 31. E.S.B. 44872/68.*

(238/68) Hospital Sundries. December 31. E.S.B. 44873/68.*

(238/68) Surgical Equipment. December 31. E.S.B. 44874/68.*

UNITED STATES OF AMERICA

(243/68) Transformers for Bonneville Power Administration. December 27. E.S.B. 45403/68.*

URUGUAY

ANCAP:

(239/68) Brackets and Hooks. January 8, 1969. E.S.B. 45120/68.*

(239/68) Telephone Exchange Unit. January 7, 1969. E.S.B. 45121/68.*

(239/68) Laboratory Equipment for State Electricity and Telephones Board. First call January 8, 1969; second call January 15, 1969. E.S.B. 45122/68.*

ZAMBIA

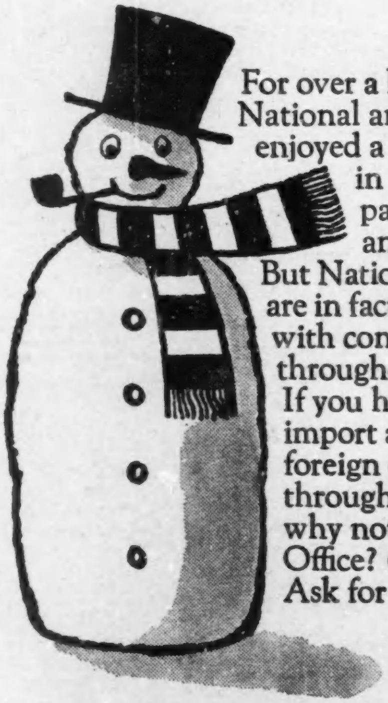
Central Supply and Tender Board:

(239/68) Milling Machine. January 3, 1969. E.S.B. 44885/68.*

(239/68) Binders. January 3, 1969. E.S.B. 45110/68.*

(*Continued on page* 1655)

Some like it cold



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Argentina
(242/68) Inquiry for fruit and vegetable dehydration plant and equipment. E.S.B. 44656/68.

Australia
(238/68) Agency inquiry for screws. E.S.B. 43974/68.
(239/68) Agency inquiry for hammers. E.S.B. 44270/68.

Australia – Waiver of British Preference
(241/68) Inquiry for automotive test benches. E.S.B. A/117/68.
(241/68) Inquiry for cable. E.S.B. A/114/68.
(241/68) Inquiry for electronic computer trainer. E.S.B. A/119/68.
(241/68) Inquiry for lathe. E.S.B. A/116/68.
(241/68) Inquiry for oral evacuation systems. E.S.B. A/118/68.
(242/68) Inquiry for crane buffers. E.S.B. S/138/68.
(243/68) Inquiry for drill stub shaft. E.S.B. A/115/68.
(243/68) Inquiry for electrical shielding tape. E.S.B. S/139/68.

Austria
(240/68) Inquiry for monorail crane trolleys. E.S.B. 44238/68.
(243/68) Inquiry for footballs; sleeping bags; sports shirts. E.S.B. 45708/68.

Bahamas
(241/68) Inquiry for television towers. E.S.B. 37266/68.

Barbados
(238/68) Agency inquiry for cookers; radios. E.S.B. 44265/68.

Belgium
(239/68) Inquiry for circular knives; cloth clips; cutters and tailors scissors. E.S.B. 29398/68.

Brazil
(241/68) Inquiry for chemicals. E.S.B. 41221/68.

Bulgaria
(239/68) Inquiry for air blowers; compressors; pumps. E.S.B. 38216/68.

Canada
(241/68) Agency inquiry for lathes; surface grinders. E.S.B. 43887/68.
(243/68) Agency inquiry for air and water pressure regulators; fertilizer strainers; valves; nozzles and pumps. E.S.B. 42249/68.
(238/68) Inquiry for paper machine air systems equipment; sheet metal. E.S.B. 44261/68.
(239/68) Inquiry for cycle components. E.S.B. 44518/68.
(240/68) Inquiry for broom fittings; wire. E.S.B. 44248/68.
(241/68) Inquiry about construction of nickel refining plant. (Further Information.) E.S.B. 35861/68.
(242/68) Inquiry for anchor tackles; latches and locks; thimbles; wire rope clips. E.S.B. 45044/68.
(242/68) Inquiry for woollens. E.S.B. 26846/68.
(243/68) Inquiry for aluminium alloy sheets. E.S.B. 45087/68.
(243/68) Inquiry for bearings; oil seals. E.S.B. 45206/68.
(243/68) Inquiry for garbage disposal plants. E.S.B. 45338/68.

Canary Islands
(239/68) Agency inquiry for knitwear. E.S.B. 44209/68.

Ceylon
(240/68) Agency inquiry for meters; motors. E.S.B. 44288/68.
(239/68) Inquiry for workshop equipment. E.S.B. 44681/68.
(240/68) Inquiry for machine tools. E.S.B. 42554/68.

Costa Rica
(239/68) Inquiry for fishing tackle; smokers requisites; tobacco. E.S.B. 43996/68.

Cyprus
(241/68) Inquiry for hydraulic platform. E.S.B. 42048/68.

Denmark
(239/68) Inquiry for acrylic curtaining fabric. E.S.B. 44568/68.
(241/68) Inquiry for building materials. E.S.B. 43885/68.

Ethiopia
(242/68) Inquiry for textile machinery. E.S.B. 44922/68.

Fiji
(243/68) Inquiry for ice cream making machinery. E.S.B. 45322/68.

Finland
(242/68) Agency inquiry for desk sets; giftware; novelties. E.S.B. 16272/68.
(243/68) Inquiry for rayon string making machinery. E.S.B. 45014/68.

France
(238/68) Agency inquiry for fluid transmission and control equipment; taps and accessories. E.S.B. 43538/68.
(241/68) Agency inquiry for textiles. E.S.B. 40719/68.
(242/68) Agency inquiry for fabrics. E.S.B. 45097/68.
(239/68) Inquiry for car parts and accessories. E.S.B. 44907/68.
(239/68) Inquiry for refractory cupboards. E.S.B. 44505/68.
(239/68) Inquiry for welding wire. E.S.B. 42268/68.
(241/68) Inquiry for cotton piques; wool carpet yarns. E.S.B. 43504/68.
(242/68) Exchange Control Regulations. E.S.B. 1209/G.
(242/68) Increase in the value added tax. E.S.B. 1209/G.
(243/68) Inquiry for assembly presses; offsetters; turning rolls; welding equipment. E.S.B. 45355/68.
(243/68) Inquiry for edge milling machine; steel cutting machine. E.S.B. 45374/68.
(243/68) Inquiry for milling machine. E.S.B. 45353/68.

Germany, Federal Republic of
(238/68) Agency inquiry for foodstuffs. E.S.B. 44276/68.
(241/68) Agency inquiry for builders hardware. E.S.B. 44262/68.
242/68) Agency inquiry for fruit pulp; fruit and vegetable juices; tinned and frozen foods. E.S.B. 44996/68.
(239/68) Inquiry for confectionery. E.S.B. 43969/68.
(239/68) Inquiry for seeds. E.S.B. 43419/68.
(240/68) Inquiry for broaching needles. E.S.B. 45005/68.
(241/68) Import opportunities. E.S.B. 257/68.
(242/68) Import opportunity – meat. Import opportunity – flowers. E.S.B. 1209/G.

Greece
(239/68) Agency inquiry for pipe fittings; reinforced bars; tubes and couplings fittings. E.S.B. 44249/68.
(240/68) Agency inquiry for water sprinkler equipment. E.S.B. 41942/68.
(240/68) Inquiry for motor car accessories; chamois leathers. E.S.B. 43507/68.

Guatemala
(238/68) Economic stabilization; Tax import licensing suspension. E.S.B. 1209/G.

Guyana
(240/68) Agency inquiry for aquariums; bottles; buckets; cheesecloth; footwear; fuel; flasks; household items; haberdashery; hosiery; indoor games; linen; netting; raincoats; rugs and carpets; stationery goods; travel goods; tropical wear; talcum powder; tailoring accessories; wool. E.S.B. 44589/68.
(242/68) Agency inquiry for bathroom and toilet fittings. E.S.B. 39292/68.
(242/68) Agency inquiry for paint removers. E.S.B. 44222/68.

Honduras
(238/68) Internal Consumption Tax. E.S.B. 1209/G.

Hong Kong
(241/68) Inquiry for methyl methacrylate monomer powder. E.S.B. 44225/68.

Iceland
(239/68) Inquiry for pvc cloth; vehicle building supplies. E.S.B. 44905/68.

India
(238/68) Inquiry for electronic components. E.S.B. 24356/67.

Iraq
(238/68) Inquiry for ice manufacturing refrigerants. E.S.B. 35890/68.
(238/68) Inquiry for raw materials for vehicle springs. E.S.B. 43856/68.
(240/68) Inquiry for aluminium doors and windows manufacturing plant. E.S.B. 43816/68.
(240/68) Inquiry for foodstuffs plant expansion. E.S.B. 44992/68.

Irish Republic
(238/68) Agency inquiry for knitwear; leather substitute; women's clothing; wool jersey and synthetic fabrics. E.S.B. 40225/68.
(240/68) Agency inquiry for furnishing and dress fabrics; hosiery; knitwear. E.S.B. 43057/68.
(242/68) Agency inquiry for drill bits and steels; dust extraction equipment. E.S.B. 43367/68.

Israel
(240/68) Agency inquiry for centrifuges; microscopes; spectographs. E.S.B. 31572/68.
(238/68) Inquiry for copper powder; copper strips. E.S.B. 44502/68.

Italy
(238/68) Agency inquiry for air rotary compressors; compressed air equipment; mining quarrying machinery and equipment. E.S.B. 43421/68.
(239/68) Agency inquiry for air control equipment; desalination and water softening plants; gas refrigeration equipment. E.S.B. 42072/68.
(240/68) Agency inquiry for smoke and air cleaners and purifiers. E.S.B. 44573/68.
(242/68) Agency inquiry for hot stamping imitation gold band; printing machine. E.S.B. 44603/68.
(242/68) Inquiry for diesel engines. E.S.B. 45236/68.
(242/68) Inquiry for diodes; electronic tubes; transistors. E.S.B. 45057/68.
(242/68) Inquiry for electrical equipment; electric motor machinery; machine tools; pumps. E.S.B. 45214/68.
(242/68) Inquiry for kraft paper. E.S.B. 45095/68.
(242/68) Manufacture under licence – boxes and packages. E.S.B. 39593/68.

Jamaica
(243/68) Agency inquiry for fire and burglar alarm systems and/or component parts. E.S.B. 44292/68.

Japan
(239/68) Agency inquiry for handkerchiefs. E.S.B. 44569/68.

Jordan
(243/68) Inquiry for cardigans and pullovers; scarves; stockings; underwear. E.S.B. 45337/68.

Korea
(242/68) Agency inquiry for food processing and packing machinery; machine tools. E.S.B. 44696/68.

Lebanon
(240/68) Agency inquiry for bicycles; carpets; electric irons. E.S.B. 44175/68.

Leichtenstein/Switzerland
(241/68) Agency inquiry for carpets; furnishing fabrics; household linen. E.S.B. 41585/68.

Malawi
(238/68) Agency inquiry for clothing; piece-goods; shirts and shirting materials. E.S.B. 43888/68.

Malaysia
(240/68) Agency inquiry for handkerchiefs; suitings. E.S.B. 44676/68.
(242/68) Agency inquiry for catering equipment; domestic appliances. E.S.B. 43896/68.
(242/68) Agency inquiry for holloware; kitchenware; lamps and stoves; locks; measuring tapes; mouse-traps; paper punches; tableware; valve faucets. E.S.B. 25493/68.

Netherlands
(241/68) Tax on value added. E.S.B. 1209/G.

New Zealand
(238/68) Inquiry for acrylic tubes and rods. E.S.B. 44300/68.

Norway
(238/68) Agency inquiry for earthenware crockery. E.S.B. 18352/68.
(241/68) Agency inquiry for operating theatre lights. E.S.B. 41264/68.
(242/68) Agency inquiry for skirts. E.S.B. 44679/68.
(238/68) Inquiry for instrument trolleys; laboratory equipment; surgical instrument cabinets. E.S.B. 41036/68.
(240/68) Inquiry for voltage detectors. E.S.B. 44549/68.

Pakistan
(238/68) Inquiry for intercommunication equipment; office equipment. E.S.B. 43932/68.

(*Continued on page* 1657)

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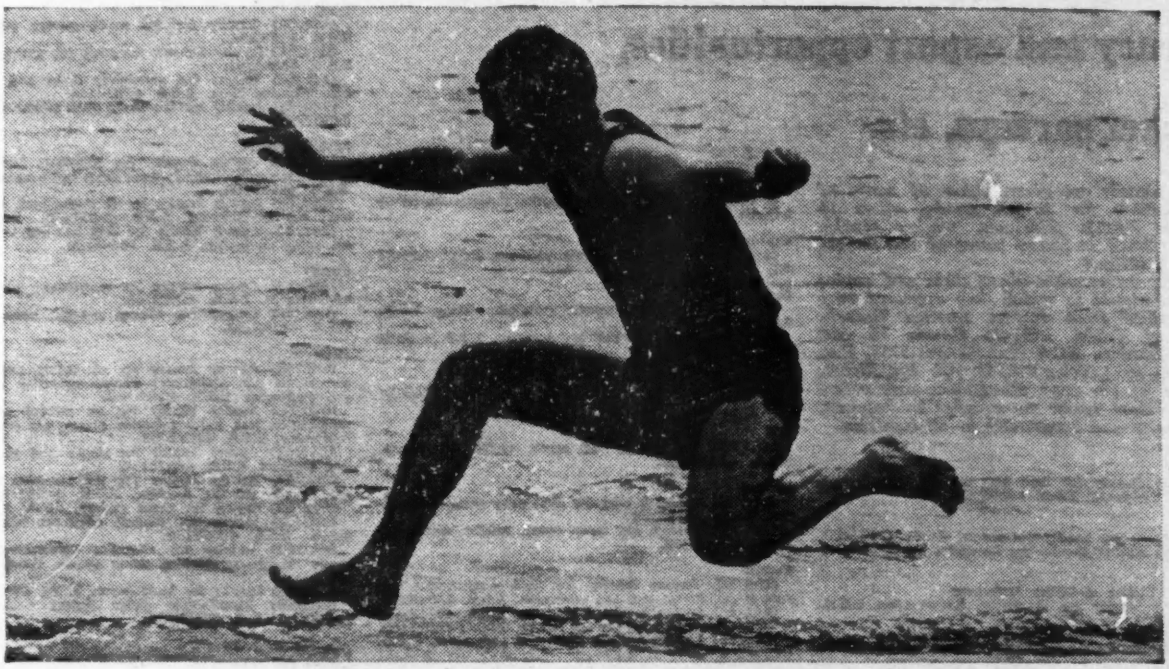
† For further details of the 'Export Service Bulletin' see page 1650.



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Philippines, Republic of the

(238/68) Inquiry for desiccated coconut machinery. E.S.B. 44283/68.

(240/68) Inquiry for data processing equipment; meteorological instruments and equipment; meteorological training equipment; technical books; vehicles; workshop equipment. E.S.B. 38537/68.

Poland

(238/68) Poznan International Trade Fair. E.S.B. 1216/G.

(243/68) Inquiry for mineral and vitamin cattle food additives. E.S.B. 45280/68.

Portugal

(239/68) Inquiry for educational films and slides. E.S.B. 40386/68.

Puerto Rico

(239/68) Inquiry for air cushion equipment; cranes; vacuum lifting equipment. E.S.B. 43140/68.

Saudi Arabia

(238/68) Inquiry for building and interior decorating materials. E.S.B. 43153/68.

South Africa

(240/68) Agency inquiry for knitted fabrics and piece-goods. E.S.B. 44592/68.

(242/68) Manufacture under licence – furniture; presses. E.S.B. 43886/68.

Sudan

(238/68) Outbreak of cholera. E.S.B. 1209/G.

Sweden

(240/68) Agency inquiry for barrel pumps. E.S.B. 44597/68.

(241/68) Inquiry for escalating platform with crane attached. E.S.B. 41998/68.

Switzerland

(240/68) Agency inquiry for men's and women's clothing. E.S.B. 44516/68.

(240/68) Agency inquiry for porcelain table services and ornaments; silver-plated and stainless cutlery. E.S.B. 43491/68.

(241/68) Agency inquiry for women's underwear. E.S.B. 43970/68.

(243/68) Agency inquiry for dresses; leather jackets and coats. E.S.B. 45053/68.

(243/68) Agency inquiry for office furniture and machinery. E.S.B. 45054/68.

(238/68) Inquiry for hotel kitchen machinery. E.S.B. 43975/68.

(239/68) Inquiry for eggs and egg powder. E.S.B. 44616/68.

(242/68) Inquiry for staple fibre. E.S.B. 45294/68.

Thailand

(238/68) Inquiry for window blinds. E.S.B. 44547/68.

Trinidad/Tobago

(238/68) Agency inquiry for brief cases; luggage. E.S.B. 43859/68.

(240/68) Agency inquiry for brooms; decorations; flasks; handkerchiefs; paper, plastic ware; tin ware. E.S.B. 9124/68.

(239/68) Agency inquiry for enamel ware; spoons; tools. E.S.B. 42672/68.

(240/68) Agency inquiry for chipped pressed board. E.S.B. 43901/68.

(241/68) Inquiry for fruit pulp; vegetables. E.S.B. 44990/68.

(241/68) Inquiry for wire. E.S.B. 45030/68.

Trucial States (excluding Abu Dhabi)

(243/68) Inquiry for stationers items; wastepaper baskets. E.S.B. 41523/68.

Tunisia

(241/68) Inquiry for hotel laundry, kitchen and related equipment. E.S.B. 44665/68.

Turkey

(240/68) Agency inquiry for agricultural machinery and equipment; construction equipment; locomotives. E.S.B. 44572/68.

(238/68) Suspension of Imports Liberalized Lists. E.S.B. 1209/G.

Uganda

(240/68) Inquiry for chalk powder; chalk stick making plant. E.S.B. 44571/68.

(240/68) Inquiry for surgical instruments. E.S.B. 44614/68.

United States of America

(238/68) Inquiry for anchor shackles; chains. E.S.B. 43623/68.

(238/68) Inquiry for grinding machine magnetic equipment; radial drill tables. E.S.B. 44235/68.

(239/68) Inquiry for lining; leather. E.S.B. 44519/68.

(240/68) Inquiry for canned and frozen foods; confectionery; grocery specialities. E.S.B. 43982/68.

(240/68) Inquiry for costume jewellery. E.S.B. 44612/68.

(240/68) Inquiry for steel products. E.S.B. 45003/68.

(241/68) Inquiry for biscuits; confectionery; E.S.B. 45017/68.

(241/68) Inquiry for brush wire. E.S.B. 43506/68.

(241/68) Inquiry for hose connections and couplings. (Further Information.) E.S.B. 43187/68.

(242/68) Inquiry for air conditioners and heating specialties; bathroom accessories; electric generator sets and electric motors; fire-fighting and safety equipment; pipe, pipe fittings and tools; temperature and pressure instruments and controls; valves; tubes, pipes and fittings of brass and copper; water filters, filtration equipment and chemicals; water heaters. E.S.B. 43443/68.

Various

(241/68) Ministry of Overseas Development Consultancy Services. G.D. 3363/G.

Venezuela

(239/68) Agency inquiry for oat crushing machines. E.S.B. 42655/68.

(238/68) Inquiry for safety fuse and instantaneous fuse plant. E.S.B. 44267/68.

Windward and Leeward Islands

(241/68) Agency inquiry for computer parts; radios; safes; television sets. E.S.B. 44662/68.

Yugoslavia

(240/68) Agency inquiry for cosmetics; toys; vending machines. E.S.B. 44570/68.

Zambia

(238/68) Changes in Import Licensing Regulations. (Further Information.) E.S.B. 1209/G

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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If you export in relatively small quantities, Lep Train Ferry Groupage Services provide a frequent, fast and economical way of getting your goods to Europe. Goods travel in special closed international "Train Ferry wagons to the principal European rail distribution centres. You save on heavy packing costs, and as damage and loss in transit is greatly reduced, obtain special insurance rates.

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Lep supply a wide range of containers to carry your goods door-to-door to anywhere in Europe. Regular "Groupage" sevices are operated to many destinations.

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Lep Road Ferry Trailer Services provide fast door-to-door transit for full and part loads to anywhere in Continental Europe and Scandinavia. Lep Road Ferry Trailers Services are ideal for the movement of all types of loads, and are particularly advantageous for the transport of unpacked machinery, wide and awkward loads.

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For further information, contact your local Lep Transport Office
or Continental Export Department, Lep Transport Ltd.,
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Telephone: 01-236 5050. Telex: Transport London 887282/3.

GREAT BRITAIN — EUROPE
ROAD FERRY SERVICE

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the September 13 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page* 1578 *of December* 6 *issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.*4 (*Tel.* 01-248 5757).

Major promotion for Philippines

MR. DEREK LYONS, director of Industrial Trade Fair International Ltd. is in the Philippines on behalf of the British National Export Council's Committee for Asia, to look into the possibility of staging a major capital goods promotion in Manila in the early 1970's. His visit will last about 17 days.

Commenting on the visit Mr. Michael Montague, chairman of BNEC Asia said: 'Our share of this market which imports over £400 million worth of goods a year shows quite clearly that British industry is not aware of its potential. With the end of the American preference in 1974, manufacturers should now be doing their homework with an eye to the future and the exhibition which we hope to mount will provide an effective means for them to establish themselves on a long term basis.

'While it is encouraging that the sterling value of our exports to the Philippines for the first ten months of 1968 showed an increase of 33 per cent it must be remembered that the foreign exchange gain is only half as much, due to our devaluation in November 1967.'

Mr. Montague said that our share still remained less than five per cent whereas the potential for Britain was undoubtedly nearer ten per cent with so much in our favour. Nor was finance a problem. In February 1968 an agreement was signed between the Philippine National Bank and Tennant Guaranty Ltd. which provided a £10 million line of credit to assist in the importation of British equipment into the Philippines market. The fact that over half was still available could only mean that our efforts and approach to the market left much to be desired.

Visit to Far East and United States

MR. R. E. BURNETT (left) managing director of Marconi Instruments Ltd. (an English Electric company), and Mr. J. Brodrick, commercial manager, are in Japan for talks with Japanese executives of the electronics industry. In particular, they will discuss MI's sales and engineering programmes with the company's distributors in Japan, Comes & Co. Ltd. In the last two years, the company has more than doubled its sales in that market.

Mr. Brodrick will also visit South Korea, where the company is represented by the International Development Corporation.

Before returning to the United Kingdom Mr. Burnett and Mr. Brodrick will spend some days in the United States. Their itineraries include visits to the West Coast, where there is a strong concentration of electronics, and meetings with MI sales and marketing people at the company's United States headquarters at Englewood, New Jersey. MI's sales in the United States are running at a record level, and it is anticipated that they will exceed £1 million this year.

Business calls in South America

T. T. BOUGHTON and Sons Ltd., are to use the services of a business associate, Mr. J. S. Pyper, who is travelling to Chile and Brazil at the end of December. Mr. Pyper is the manager of a branch of one of the firm's British distributors, and has agreed to combine some business calls with those which he is making for his own company in South America.

Mr. Pyper's visit will take him to Santiago, Chile where he hopes to call on tractor and truck dealers, who might be interested in towing winches, cranes and earth moving equipment, and at Sao Paulo and Rio de Janeiro.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given on page 1578 of December 6 issue.

A member of a recent Birmingham Chamber of Commerce trade mission to Malaysia and Singapore. Mr. Gerald Knight, manager of Rexall Drug Company International Division, is shown here (left) with Mr. W. Y. Chang, head pharmacist of Cold Storage (Malaysia) Ltd., Pharmaceutical Division. Whilst with the mission Mr. Knight took the opportunity to visit individual branch operations in Penang, Kuala Lumpur, Kuching, Ipoh, Singapore and Jesselton. Rexall Drug Company's executives have visited the Canary Islands, the Ivory Coast, Senegal, Ghana, Nigeria, North Africa, Saudi Arabia, Cyprus, the Gulf Territories, Kenya, Malawi, Tanzania, Zambia, Sudan and Greece. Malaysia Singapore, Hong Kong. Switzerland, West Indies. At the end of October the company's export sales were 50 per cent higher compared with the same 10 *months of* 1967.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French text of the Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

SUGAR

Regulation (CEE) No. 1898/68 establishes the measures affecting the basic sugar quotas in the event of mergers or alienation of companies and the alienation or leasing of factories (*Journal Officiel* No. L289 dated November 29, 1968).

Regulation (CEE) No. 1927/68 fixes the base amount of the import levy for syrups and certain other products in the sugar sector (*Journal Officiel* No. L290 dated November 30, 1968).

OILS AND FATS

Regulation (CEE) No. 1896/68 modifies **Regulation No. 785/67/CEE** which concerned the methods of purchase of olive oil by the intervention organizations (*Journal Officiel* No. L288 dated November 28, 1968).

PIGMEAT

Regulation (CEE) No. 1875/68 concerns the disposal of products in the pigmeat sector which have been subject to the particular intervention measures introduced by **Regulation (CEE) No. 708/68** (*Journal Officiel* No. L287 dated November 27, 1968).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1879/68 concerns the disposal of butter held in stock by the German intervention organization (*Journal Officiel* No. L287 dated November 27, 1968).

Regulation (CEE) No. 1880/68 concerns the disposal of butter held in stock by the French intervention organization (*Journal Officiel* No. L287 dated November 27, 1968).

Regulation (CEE) No. 1895/68 modifies, so far as Germany is concerned, the list of approved warehouses for the public stocking of milk and milk powder during the 1968/1969 milk campaign. The list of warehouses, which appeared as an Annex to **Regulation (CEE) No. 1403/68**, was also amended by **Regulation (CEE) No. 1693/68** so far as France is concerned (*Journals Officiels* No. L223 dated September 11, 1968, No. L265 dated October 29, 1968, and No. L288 dated November 28, 1968).

Regulation (CEE) No. 1960/68 modifies **Regulation (CEE) No. 1105/68** so far as it concerns the methods of granting aid for milk intended for use in animal feedstuffs and subject to administrative control (*Journal Officiel* No. L293 dated December 5, 1968).

Regulation (CEE) No. 1961/68 modifies **Regulation (CEE) No. 1306** relating to the sale of butter from public stock (*Journal Officiel* No. L293 dated December 5, 1968).

Regulation (CEE) No. 1962/68 modifies **Regulation (CEE) No. 1354/68** which relates to the sale, at a reduced price, of butter from public stocks to manufacturing industry (*Journal Officiel* No. L293 dated December 5, 1968).

CATTLE, BEEF AND VEAL

Decision 68/405/CEE concerns the termination of the intervention measures for 'Ochsen A' cattle and meat in Region 1 of Germany introduced by **Decision No. 68/347/CEE** (*Journal Officiel* No. L286 dated November 26, 1968).

Regulation (CEE) No. 1897/68 concerns the extension in France of the intervention measures in the beef and veal sector (*Journal Officiel* No. L288 dated November 28, 1968).

Regulation (CEE) No. 1954/68 relates to the extension in Germany of intervention measures in the beef and veal sector (*Journal Officiel* No. L292 dated December 4, 1968).

CEREALS

The *Journal Officiel* No. C129 dated December 2, 1968, contains the draft text of a proposed regulation to modify **Regulation No.** 120/67/CEE so far as it concerns cereals intended for food aid.

Tariff quotas in the EEC

THE *Board of Trade Journal* dated August 2, 1968 (pages 353 and 354) contained details of **Decision 68/282/CEE** granting to the Netherlands a tariff quota for herrings for the period June 16, 1968, to February 14, 1969. The *Journal Officiel des Communautés Européennes* No. L286 dated November 26, 1968, contains the text of **Decision 68/404/CEE** increasing this quota from 6,000 to 11,000 tonnes for herring (clupea harengus) fresh, chilled or frozen, and intended for processing (tariff heading ex 03.01 B1(a)2aa). The additional 5,000 tonnes to be at 0.5 per cent rate of duty.

The French text of these Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Marketing and production of stock for the propagation of vines

THE *Board of Trade Journal* dated May 3, 1968 (page 1385) contained an announcement about **Directive No. 68/193/CEE** on the marketing of stock for the propagation of the vine. The *Journal*

(*Continued on next page*)

EUROPEAN COMMUNITIES, *continued*

Officiel No. L288 dated November 28, 1968, contains the text of **Regulation (CEE) No. 1894/68** relating to the declarations of areas used for the production of stock for the propagation of the vine.

The French text of the Directive and Regulation referred to above may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

EEC/Iran trade agreement: Quotas

THE *Board of Trade Journal* dated December 6, 1968 (page 1582) contains a notice about **Decision 68/401/CEE** extending the EEC/Iran trade agreement for a further period of one year to November 30, 1969. Details of the agreement were given in the *Board of Trade Journal* dated January 12, 1968 (pages 129 and 130). A correction to Decision 68/401/CEE was published in the *Journal Officiel des Communautés Européennes* No. L287 dated November 27, 1968.

The *Journal Officiel* No. L287 also contains the text of **Regulation (CEE) No. 1874/68** which sets out details of the tariff quota for raisins for the period December 1, 1968, to November 30, 1969. This Community quota for 3,908 tonnes of raisins (tariff No. 08.04B), presented in immediate packagings of a net capacity not exceeding 15 kg, at a duty rate of 1.2 per cent, has been allocated on the following basis:

Germany	2,674 tonnes
France	466 tonnes
Italy	147 tonnes
Netherlands	360 tonnes
Belgo-Luxemburg Economic Union	261 tonnes

This Regulation also abrogates Article 1 of Council **Decision No. 63/573/CEE** standardizing certain measures of commercial policy in relation to the Imperial Government of Iran.

The French texts of the Decisions and Regulation referred to above may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). An unofficial translation of the Regulation will be published by HMSO in due course.

Customs legislation in the EEC

THE *Journal Officiel des Communautés Européennes* No. L285 dated November 25, 1968, contains the text of **Regulation (CEE) No. 1769/68** concerning the cost of air transport to be incorporated in the customs valuation of imported goods.

An unofficial translation of the text of the basic **Regulation (CEE) No. 803/68** on the valuation of goods for customs purposes was published in the *Board of Trade Journal* dated **August 16, 1968** (pages 506-509).

The French text of the Regulations referred to above may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common customs tariff of the EEC

THE *Board of Trade Journals* dated January 12 and January 19, 1968, contained notices about the complementary note to chapter 58 of the common customs tariff which reads as follows:

'For the purposes of applying the maximum rate of duty provided for in respect of carpets, carpeting and rugs falling within sub-heading 58.01A, the dutiable surface shall not include the heading, the selvedges and the fringes."

The *Journal Officiel des Communautés Européennes* No. L287 dated November 27, 1968, contains the text of **Regulation (CEE) No. 1873/68** which extends the validity of this complementary note to November 30, 1969.

The French text of the Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

FRANCE

Circulation tax on meats

THE FRENCH *Journal Officiel* of November 30 announced that the circulation tax on meats as set out at Article 520 bis of the Code Général des Impôts has been cancelled as from December 1, 1968.

Inquiries concerning this notice should be addressed to the Exports Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the French text may be seen.

Trading links with Nigeria and with France

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Subsidiary of **BANQUE NATIONALE DE PARIS**

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United Bank for Africa Limited

Modifications to French customs tariff

THE FRENCH *Journal Officiel* of November 23 announced that in accordance with EEC Regulation No. 1837/68 of November 19, 1968, the general duty rate applicable to acrylonitrile monomer (Tariff heading ex No. 29.27) is reduced to 8 per cent for the period November 25, 1968 to December 31, 1968 inclusive.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the French text may be seen.

Duty quota for dried grapes

THE FRENCH *Journal Officiel* of November 28 announced that for the period December 1, 1968 to November 30, 1969 inclusive, the quota for the import of dried grapes (Tariff heading 08-04 BI) at a reduced rate of duty of 1.2 per cent has been fixed at 4,660 quintals net.

Imports must be routed through the following customs posts:
Dunkerque-port; Marseilles-port; Le Boulu –
Le Perthus-gare, route et entrepôt; Hendaye – Behoble-gare et route; Le Havre-port.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French text may be seen.

French exchange control regulations, see page 1617.

FRENCH OVERSEAS DEPARTMENTS

Increases in the value added tax

THE *Board of Trade Journal* of December 6 (page 1598), published the new rates of French added value tax applicable from December 1, 1968. As from the same date the new rates for the French Overseas Departments of Martinique, Guadeloupe and Reunion are as follows:

Normal rate (for products other than those to which the other rates apply or which are exempt from TVA) 9.0 per cent (9.9 per cent) – previously 8.0 per cent (8.69 per cent).

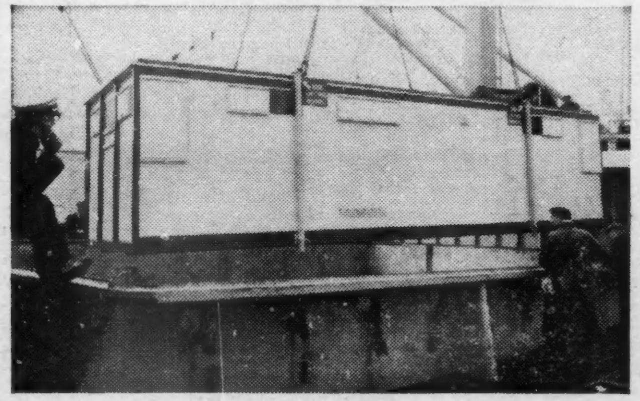
Maximum rate (for luxury products) 12.5 per cent (14.3 per cent) – previously 10 per cent (11.11 per cent).

Intermediate rate (for most manufactured foodstuffs) 7.0 per cent (7.5 per cent) – previously 6 per cent (6.38 per cent).

Reduced rate (for basic foodstuffs) 3.5 per cent (3.6 per cent) – previously 3 per cent (3.09 per cent).

The percentage in parenthesis represents the effective rates applicable to the price of goods before the addition of the tax element itself, i.e. for imports, the landed cost including import duties. Detailed information concerning added value tax rates and categories of goods was published in the *Board of Trade Journals* of November 17, 1967 (page 1282), January 19, 1968 (page 203) and February 2, 1968 (page 346).

Further details may be obtained from the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01 248 5757, Ext. 423/408/288).



A 32 ft. Portakabin instant office being loaded aboard Mv Scotsoun at Birkenhead en route for Abu Dhabi where it is to be used by John Brown Engineering (Clydebank) Limited as a site office during a gas turbine installation project.

PORTUGAL

Drawback of import duty

THE PORTUGUESE *Diario do Governo*, First Series No. 119 of May 18, published Order No. 23391 authorizing the import under the drawback system of active substances with a base of 2-chloro-4-ethylamino-6-*iso*proplylamino-1, 3,5-triazine intended for the manufacture of weed-killers for export.

The order contains details of the formula to be used and the method of calculation of the amount of duty to be refunded.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

RUMANIA

New patent law

A NEW patent law, which repealed the old laws of 1906-1955, came into operation in Rumania on December 30, 1967. Under the new law patent applications are examined as regards the novelty of the invention and provision is made for opposition proceedings. Compulsory licences may be granted if an invention is not worked or sufficiently worked in Rumania within three years of the date of the grant of the patent or four years of the date of the patent application, whichever period last expires.

An English translation of the law is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

CYPRUS

Telecommunications strike

IN LAST WEEK'S *Journal*, notice was given of a telecommunications strike in Cyprus. The British High Commission in Nicosia have now informed the Board of Trade, that the strike has ended and communications have returned to normal.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

LIBYA

Import surtaxes

CUSTOMS DECREE No. 6 of 1968 states that a surtax equivalent to 5 per cent of the normal Customs duty will be levied on goods imported into Libya, the proceeds of this being used for the benefit of the municipalities. This has been effective since May 1, 1968.

A further surtax, also calculated as 5 per cent of the normal duty, is being levied specifically for charitable purposes under Customs Decree No. 19 of 1954. This tax took effect from August 25, 1968.

It should be noted that these rates are calculated on the duty and not on the c.i.f. value of the imported goods.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

INTERNATIONAL TRADE CENTRE – ADVISORY SERVICE

One of the ways in which the International Trade Centre UNCTAD/GATT helps developing countries is that of a 'Trade Promotion Advisory Service'. The Centre's Trade Promotion Advisers visit developing countries on request for the purpose of helping them to establish official export promotion services, or to improve existing services. The Advisory Service also covers problems such as that of dealing with the disposal of a particular crop in difficult circumstances.

Further information may be obtained from the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

JORDAN

Disposal of goods originally intended for areas now occupied by Israel

In July 1967 the Jordanian authorities introduced regulations governing the disposal of goods imported into Aqaba which were originally destined for customers in Jordanian territory now occupied by Israel as a result of the Arab-Israel War in June 1967.

Most such goods have by now been disposed of, but about 1,000 tons remain. The Jordanian Economic Security Committee has decided that these goods be taken to Amman for auctioning before they deteriorate and become valueless. All expenses incurred, and all dues and fees, will be recovered from the proceeds of sale. Customs duties will be paid by the buyers. The balance will be deposited in a suspense account at the Ministry of Finance, Amman, from which the Ministry will make refunds to interested parties after submission of written evidence of ownership. Mr. George Musharbash, the inspector of Customs who is handling the operation, left for Aqaba on November 13.

KENYA

Import licensing regulations

Legal notice no. 348 published in the Kenya *Official Gazette Supplement* No. 95 of November 22 announces, with effect from November 13, the Imports, Exports and Essential Supplies (Imports) Order, 1968. The Imports, Exports and Essential Supplies (Imports) Order, 1964 (published in the *Board of Trade Journal* of November 27, 1964, pages 1200-1201) and subsequently amended, is hereby revoked and replaced by the following:

'Legal Notice No. 348'

THE IMPORTS, EXPORTS AND ESSENTIAL SUPPLIES (IMPORTS) ORDER 1968

1. This Order may be cited as the Imports, Exports and Essential Supplies (Imports) Order 1968.

2. The importation of any goods specified in the First Schedule to this Order originating from countries other than Tanzania or Uganda is prohibited except under and in accordance with an import licence granted under the Act.

3. The importation of the goods specified in the Second Schedule to this Order (wherever originating) is prohibited except under and in accordance with a licence granted under the Act.

4. The importation otherwise than by or to the order of Kenya National Trading Corporation Limited of any of the goods specified in the Third Schedule to this Order originating in Tanzania or Uganda is prohibited except under and in accordance with a licence granted under the Act.

5. For the purpose of this Order, goods shall be accepted as originating in Tanzania or Uganda if they can be so accepted under Article II of the Treaty for East African Co-operation (a copy of which is set out in the Schedule to the Treaty for East African Co-operation Act 1967).

6. Notwithstanding the provisions of this Order the following classes of goods may be imported without an import licence:

(a) goods in transit or for transhipment;

(b) *bona fide* personal baggage, being the goods defined as duty free in paragraph 9 of Part B of the Third Schedule to the Customs Tariff Act 1967;

(c) goods subject to displomatic privileges as defined in paragraph 5 of Part A of the Third Schedule to the Customs Tariff Act 1967;

(d) accompanied commercial travellers' samples;

(e) trade samples not imported as merchandise which in the opinion of the Commissioner General of Customs and Excise have no commercial value and in respect of which no expenditure or foreign currency (on either purchase; freight, postage or insurance) has been incurred; and

(f) goods imported by any person on proof to the satisfaction of the Commissioner General of Customs and Excise that they are for his own personal or household use or are unsolicited free gifts and are not for re-sale:

Provided that for the purpose of this order, references to 'East Africa' in paragraph 9 of Part B and in paragraph 5 of Part A of the Third Schedule to the Customs Tariff Act 1967 shall be construed as references to 'Kenya'.

First schedule

Code	Division Number, Group Number, Item, Codes and Items
	DIVISION 00 – LIVE ANIMALS
	001 Live animals:
001 4 0 0	Poultry, live.
	DIVISION 01 – MEAT AND MEAT PREPARATIONS
	011 Meat: fresh, chilled or frozen:
001 3 0 0	Meat of swine (pork), carcases only.
011 4 0 0	Poultry, killed or dressed.
	012 Meat: Dried, salted or smoked, whether or not in airtight containers:
	Bacon, ham and other pig meat.
012 1 0 1	Salted or dried including ham, bacon and pork luncheon meat, in individual containers of 2½ lb. or less.
012 1 0 2	Smoked.
	Meat and edible offals, n.e.s.
012 9 0 1	Salted or dried.
012 9 0 2	Smoked.
	013 Meat in airtight containers, n.e.s., and meat preparations, whether or not in airtight containers:
013 4 0 0	Sausages.
013 8 0 1	Canned beef.
	DIVISION 02 – DAIRY PRODUCTS AND EGGS
	022 Milk and cream (including buttermilk and when) evaporated or condensed (in liquid or semi-solid form):
022 1 0 1	Skimmed milk.
022 1 0 2	Cream.
022 1 0 9	Other milk.
	In solid form as blocks or powder:
022 2 1 0	Whole milk and cream.
022 2 2 0	Skimmed milk.
022 2 3 0	Human milk substitutes.
	023 Butter:
023 0 0 1	Butter.
023 0 0 2	Ghee (clarified butter).
	024 Cheese and curd:
024 0 0 0	Cheese only.
	DIVISION 03 – FISH AND FISH PREPARATIONS
	031 Fish, fresh and simply preserved:
031 3 0 0	Crustacea and molluscs, fresh, chilled, frozen salted or dried.
	DIVISION 04 – CEREALS AND CEREAL PREPARATIONS
	042 Rice:
042 0 0 0	Rice.
	043 Barley, unmilled:
043 0 0 0	Barley.
	045 Cereals, unmilled, other than wheat, rice, barley and maize:
045 9 0 1	Millet and grain sorghum.
045 9 0 9	Cereals, other n.e.s.
	047 Meal and flour of cereals, except meal and flour of wheat or of meslin:
047 0 0 9	Cereal meal, flour and groats, other.
	048 Cereal preparations and preparations of flour and starch of fruits and vegetables:
048 3 0 0	Macaroni, spaghetti, noodles, vermicelli and similar products.
048 8 2 0	Custard powder and blancmange powder only.
	DIVISION 05 – FRUITS AND VEGETABLES
	051 Fruit: fresh and nuts (not including oil nuts), fresh or dried:
051 1 0 0	Oranges, tangerines or mandarines only.
051 2 0 0	Other citrus fruits.
051 9 0 9	Fresh pears only.
	053 Fruits, preserved, and fruit preparations:
053 3 0 0	Jams and marmalades, and fruit jellies.
053 5 0 2	Pineapple juice.
053 5 0 3	Tomato juice.
053 6 0 0	All frozen fruits.
053 9 0 1	Pineapples, tinned.
053 0 0 9	Tinned plums, tinned strawberries, tinned fruit salad only.
	054 Vegetables, fresh, frozen or simply preserved (including dried leguminous vegetables; roots, tubers and other edible vegetable products, n.e.s., fresh or dried:
054 2 0 0	Beans, rose coco, Canadian wonder, white haricot, mixed and Lima beans, dry, including split and peas, dry, whole skinned or split only and green grams.
054 5 0 1	Onions.
054 5 0 9	Fresh peas and capsicums.
054 6 0 0	Vegetables, frozen or in temporary preservatives.
	055 Vegetables, roots and rubers, preserved or prepared, n.e.s., whether or not in airtight containers:
055 1 0 0	Onions, dehydrated only.
055 5 1 0	Tinned tomatoes preserved by vinegar or acetic acid.
055 5 2 9	Tinned peas, tinned beans (of all kinds), tinned carrots, tinned tomatoes, beans in tomato sauce.
	DIVISION 06 – SUGAR, SUGAR PREPARATIONS AND HONEY
	061 Sugar and honey:
	Raw sugar, beet and cane (not including syrups):
061 1 0 1	Jaggery.
061 1 0 9	Other raw sugar, beet and cane (not including syrups).
061 2 0 0	Refined sugar and other products of refining, beet and cane sugar (not including syrups).
	062 Sugar confectionery and other sugar preparations (except chocolate confectionery):
062 0 0 0	Boiled sweets, toffees and caramels only.
	DIVISION 07 – COFFEE, TEA, COCOA, SPICES AND MANUFACTURES THEREOF
	075 Spices:
075 1 0 1	Chillies and dried capsicums.
	DIVISION 08 – FEEDING STUFF FOR ANIMALS (NOT INCLUDING UNMILLED CEREALS)
	081 Feeding stuff for animals (not including unmilled cereals):
081 3 0 1	Cottonseed cake.
081 3 0 2	Coconut cake.
081 3 0 3	Groundnut cake.
081 3 0 4	Sesame seed cake.
081 3 0 9	Other oil seed cake and meal and vegetable oil residues.
081 9 5 0	Prepared animal feeds.

Code	Division Number, Group Number, Item, Codes and Items
	Division 09 – Miscellaneous Food Preparations
	091 Margarine and shortenings:
091 3 0 0	Lard and other rendered pig fat only.
091 4 1 0	Margarine.
091 4 2 1	Ghee substitutes (vegetable ghee).
091 4 2 9	Other prepared edible fats, n.e.s.
	099 Food preparations, n.e.s.:
099 0 4 0	Tomato sauce and tomato ketchup only.
099 0 9 1	Ice cream, prepared.
099 0 9 9	Ice cream powders and ice cream substitutes, oils and fats emulsified in any milk or skimmed milk.
099 0 9 9	Jelly crystals only.
	Division 26 – Textile Fibres (not Manufactured into Yarn, Thread or Fabrics) and Other Waste
	267 Waste materials from textile fabrics (including rags):
267 0 1 0	Secondhand clothing of all descriptions whether knitted or not, for resale.
	Division 27 – Crude Fertilizers and Crude Minerals (excluding Coal, Petroleum and Precious Stones)
	275 Natural abrasives (including industrial diamonds):
275 1 0 0	Industrial diamonds.
	276 Other crude minerals:
276 3 0 1	Salt put up for retail sale (except in packages of 10 lb. or less).
276 3 0 9	Salt, other (except in packages of 10 lb. or less).
	Division 29 – Crude Animal and Vegetable Materials, n.e.s.
	292 Crude vegetable materials, n.e.s.:
292 5 0 0	Vegetable seeds only (except in sealed airtight containers of 4 oz. or more).
	Division 33 – Petroleum and Petroleum Products
	332 Petroleum products:
332 1 0 1	Aviation spirit.
332 1 0 2	Motor spirit.
332 2 0 1	Jet fuel.
332 2 0 2	Lamp oil and white spirit (kerosene, illuminating oil).
	Distillate fuels:
332 3 0 1	Heavy black, for low speed marine and stationary engines.
332 3 0 2	Light, amber, for high speed engines.
332 4 0 0	Residual fuel oils.
332 9 6 0	Mastic asphalt in blocks or drums for use as roofing, flooring or tanking purposes and bitumen emulsion in drums or pails only.
	Division 34 – Gas, Natural and Manufactured
	341 Gas, natural and manufactured:
341 1 0 0	Liquid petroleum gas.
	Division 41 – Animal Oils and Fats
	411 Animal oils and fats:
411 3 0 0	Animal oils, fats and greases.
	Division 42 – Fixed Vegetable Oils and Fats
	421 Fixed vegetable oils, soft:
421 3 0 0	Cotton seed oil.
	Division 53 – Dyeing, Tanning and Colouring Materials
	533 Pigments, paints, varnishes and related materials:
533 3 2 1	Paints, enamels, lacquers, varnishes only.
533 3 2 2	Distempers.
	Division 54 – Medicinal and Pharmaceutical Products
	541 Medicinal and pharmaceutical products:
541 7 0 0	Gripe water and/or gripe mixture.
	Division 55 – Essential Oils and Perfume Materials
	554 Soaps, cleansing and polishing preparations:
554 1 0 1	Soap – toilet (including medicinal).
554 1 0 9	Soap, other.
554 3 1 0	Shoe polishes, floor polishes and furniture polishes.
554 3 0 2	Scouring powders.
	Division 56 – Fertilizers, Manufactured
	561 Fertilizers, manufactured:
561 1 0 1	Sulphate of ammonia.
561 1 0 2	Ammonium sulphate-nitrate.
561 1 0 3	Urea, containing not more than 45% of nitrogen.
561 1 0 9	Other nitrogenous fertilizers, urea and all compounds or mixtures containing nitrogen elements.
	Division 58 – Plastic Materials, Regenerated Cellulose and Artificial Resins
	581 Plastic materials, regenerated cellulose and artificial resins:
581 1 0 0	Plastic material in sheets or rolls for use for damp-proofing purposes only.
581 2 0 0	Polythene sheeting and polythene lay flat tubing only.
581 2 0 0	PVA emulsions.
581 9 0 0	Plastic materials in sheets or rolls for use for damp-proofing purposes only.
	Division 59 – Chemical Materials and Products, n.e.s.
	599 Chemical materials and products, n.e.s.:
599 2 0 3	Mosquito coils and aerosol insecticides only.
599 5 9 0	PVA adhesives.
	Division 62 – Rubber Manufactures, n.e.s.
	621 Materials of rubber:
621 0 4 0	Sponge rubber soling sheet.
	629 Articles of rubber, n.e.s.:
629 1 0 2	Bicycle tyres.
629 1 0 6	Bicycle tubes.
	Division 63 – Wood and Cork Manufactures (excluding Furniture)
	632 Wood manufactures, n.e.s.:
632 7 0 0	Clothes pegs.
	633 Cork manufactures:
633 0 0 0	Agglomerated cork and all articles of natural or agglomerated cork including fishing floats, stoppers and discs.
	Division 64 – Paper, Paperboard and Manufactures thereof
	641 Paper and paperboard:
641 3 0 0	Kraft paper and fluting material used for manufacture of corrugated cardboard.
641 9 5 0	Impregnated or coated paper and paperboard other than printing or writing paper.
	642 Articles made of paper pulp, of paper or paperboard:
642 1 1 0	Paper bags, paperboard boxes and other packing containers.
642 3 0 0	Exercise books only.
	Division 65 – Textile Yarn, Fabrics, Made-up Articles and Related Products
	651 Textile yarn and thread:
651 2 0 0	Hand-knitting wool only.
651 6 0 0	Yarn and thread of rayon fibre only (excluding rayon thread put up for retail sale).
	652 Cotton fabrics, woven (not including narrow or special fabrics):
652 1 0 1	Cotton fabrics, woven, grey (unbleached).
652 2 0 1 652 2 0 2	Cotton fabrics, woven, other than grey (woven of coloured yarns).
652 2 0 1 652 2 0 2	All types of towelling only.
652 2 0 3	Dyed khaki drill and twill.
652 2 0 4	Dyed drills and twills other than khaki.
652 2 0 5	Cotton fabrics, dyed, other.
652 2 0 5 652 2 0 6 652 2 0 9	All types of towelling only and printed cotton fabrics.
	653 Textile fabrics, woven (not including narrow or special fabrics), other than cotton fabrics.
	Fabrics, woven, of synthetic fibres of regenerated (artificial) fibres and of glass fibres:
653 5 0 1 653 5 0 2 653 5 0 3 653 5 0 5 653 5 0 9 653 6 0 1 653 6 0 2 653 6 0 3 653 6 0 4 653 6 0 5 653 6 0 9 653 8 0 0	Suiting fabrics of woollen, synthetic/woollen, synthetic/viscose, all nylon piece-goods. including nylon taffeta, nylon crepe, nylon satin, nylon crepon, nylon fancy crepe, crepe-de-chine, and tetron filament shantung.
653 5 0 3	Coloured fabrics (woven of coloured yarns).
653 7 0 0	Knitted or crocheted fabrics, not elastic or rubberized.
	655 Special textile fabrics and related products.
	Felt and felt articles, n.e.s.:
655 1 0 1	Bituminous felt only and felt coated with plastic materials for use for damp-proofing purposes.
	656 Made-up articles, wholly or chiefly of textile materials, n.e.s.:
656 2 0 0	All types of tarpaulins and tents only.
656 6 1 0	Woollen blankets and travelling rugs.
656 6 2 0	Cotton blankets and travelling rugs.
656 6 9 0	Other blankets, n.e.s.
656 9 1 2	Towels.
	Division 66 – Non-Metallic Mineral Manufactures, n.e.s.
	661 Lime, cement and fabricated building materials except glass and clay materials:
661 2 0 0	Cement.
	663 Mineral manufactures, n.e.s.:
663 8 1 9	Asbestos fibre in sheets or rolls only.
	665 Glassware:
665 2 0 0	Glass tumblers only.
	667 Pearls and precious and semi-precious stones, unworked or worked:
667 2 0 0	Diamonds, not set or strung.
	Division 69 – Manufactures of Metal, n.e.s.
	691 Finished structural parts and structures, n.e.s.:
691 1 0 1	Steel windows and steel doors including louvres.
691 2 0 0	Aluminium windows and doors including louvres and parts thereof.
	694 Nails, screws, nuts, bolts, rivets and similar articles of iron, steel or of copper:
694 1 0 0	Round wire nails only.
	Tools for use in the hand or in machines:
695 1 0 1	All types of hoes (jembes) only.
695 1 0 9	All types of fork hoes only.
	696 Cutlery:
696 0 0 1	Razor blades.
	697 Household equipment of base metals.
697 2 1 2	Domestic utensils of stainless steel.
697 2 1 9	Tinned and enamel tea trays, serving trays, household insecticide sprayers, domestic insecticide spray guns and charcoal irons.
697 2 3 0	Suffurias (alias 'Chattes' or 'Topes') and tiffin carriers only.
	698 Manufactures of metal, n.e.s.:
698 1 2 0	Butt hinges only.
698 5 0 0	Shoe eyelets.
698 9 1 1	Earthpans (karais).
698 9 1 9	Bead wire rings and rat traps.
	Division 71 – Machinery other than Electrical
	712 Agricultural machinery and implements:
712 9 0 0	Hand operated plate grinding mills, engine driven hammer mills and single furrow hand ploughs.
	715 Metal working machinery:
715 1 0 0	Hydraulic pipe benders.
	719 Machinery and appliances (other than electrical) and machine parts:
719 2 1 0	Hydraulic rams.
719 2 1 0	Motor-driven high pressure pumps and stationary equipment.
719 3 1 0	Hydraulic jacks for cars and workshops.
719 3 1 0	Hydraulic elevating tables, motor and hand driven.
719 3 1 0	Airlifters for workshops.
719 3 1 0	Mounted mini-cranes.
719 3 2 0	Hydraulic fork lift.
719 8 0 9	Hydraulic presses and air compressors.
	Division 72 – Electrical Machinery, Apparatus and Appliances
	729 Other electrical machinery and apparatus – batteries and accumulators:
729 1 1 1	Motor vehicle batteries.
729 1 2 1	Batteries and cells for flashlights (torches) and transistor radios.
	Division 73 – Transport Equipment
	733 Road vehicles other than motor vehicles:
733 1 1 0	Bicycles.
733 1 2 0	Bicycle parts including wheel spokes.
733 3 2 0	Complete low-speed agricultural trailers (other than road trailers).
	Division 81 – Sanitary, Plumbing, Heating and Lighting Fixtures and Fittings
	812 Sanitary, plumbing, heating and lighting fixtures and fittings:
812 4 3 0	Flashlights and torches.

(*Continued on next page*)

KENYA, *continued*

Code	Division Number, Group Number, Item, Codes and Items
	DIVISION 82 – FURNITURE
	821 Furniture:
821 0 1 0	Plastic chairs, plastic seats or parts thereof.
	DIVISION 83 – TRAVEL GOODS, HANDBAGS AND SIMILAR ARTICLES
	831 Travel goods. handbags and similar articles:
831 0 0 2	Ladies' handbags.
	DIVISION 84 – CLOTHING
	841 Clothing (except fur clothing), clothing of textile fabric not knitted or crocheted:
841 1 1 0	Trousers made of worsted, woollen and mixed woollen and synthetic materials.
841 1 2 1	Printed khangas.
841 1 2 2	Made up nylon sarees.
841 1 3 1	Shirts for men and boys.
841 1 3 9	Other undergarments for men and boys.
841 1 4 0	Undergarments for women, girls and infants including babies' napkins.
	Clothing accessories of textile fabrics knitted or crocheted:
841 4 2 0	Socks.
841 4 3 1	Vests, singlets and tee-shirts only.
841 4 3 9	Undergarments, other.
841 4 4 1	Cardigans, jerseys, jumpers, pullovers and sweaters.
	DIVISION 85 – FOOTWEAR
	851 Footwear:
851 0 1 0	Footwear and slippers with soles and uppers of rubber or plastic materials.
851 0 9 1	Leather footwear and slippers with soles of any description.
851 0 9 2	Textile footwear and slippers with soles of any description.
851 0 9 9	Slippers and house footwear, other.
	DIVISION 86 – PHOTOGRAPHIC AND OPTICAL GOODS
	863 Developed cinematographic film:
863 0 0 0	Cinematographic film, developed.
	DIVISION 89 – MISCELLANEOUS MANUFACTURED ARTICLES, N.E.S.
	893 Articles of artificial plastic materials, n.e.s.:
893 0 0 1	PVC raincoats.
893 0 0 2	Polythene bags only.
893 0 0 9	Plastic louvres, windows or parts thereof.
	894 Perambulators, toys, games and sporting goods:
894 2 4 2	Any automatic machine or any mechanical device intended to be used for the purpose of gambling, wagering or betting.
	895 Office and stationery supplies, n.e.s.:
895 1 2 0 895 9 9 0	Staples, pins and paper clips.
895 2 1 0	Ball point pens and parts thereof only.
	897 Jewellery and goldsmiths' and silversmiths' wares:
897 1 0 0	Jewellery of gold, silver and platinum group metals and goldsmiths' or silversmiths' wares including set gems (except watch cases).
897 2 0 0	Metal watch bands.
	899 Manufactured articles, n.e.s.:
899 2 3 0	Brooms and brushes of vegetable materials, not mounted in a head.
899 2 4 1	Hand scrubbing brushes and footwear cleaning brushes of natural fibre mounted in or backed by wood.
899 2 4 2	Paint, distemper, varnish and similar brushes, flat.
899 2 4 9	Brooms and brushes, n.e.s, mops, paint rollers, etc.
899 3 2 1	Matches in packages of 50 matches or less per container.
899 3 2 2	Matches in packings of more than 50 matches per container.
899 5 3 0	Zip fasteners.
991 1 1 0	Bullion in the ingot, bar or sheet.
991 1 6 0	Gold coin.

Second schedule

Column 1 Code	Column 2 Division Number, Group Number, Item, Codes and Items
	DIVISION 00 – LIVE ANIMALS
	001 Live animals:
031 3 0 0	Crustacea and molluscs, fresh, chilled, frozen, salted or dried.
054 2 0 0	Beans, rose coco, Canadian wonder, white haricot, mixed and Lima beans, dry, including split and peas, whole skinned or split only and green grams.
054 5 0 1	Onions.
275 1 0 0	Industrial diamonds.
561 1 0 1	Sulphate of ammonia.
561 1 0 2	Ammonium sulphate-nitrate.
561 1 0 3	Urea, containing not more than 45% of nitrogen.
561 1 0 9	Other nitrogenous fertilizers, urea and all compounds or mixtures containing nitrogen elements.
667 2 0 0	Diamonds, not set or strung.
897 1 0 0	Jewellery of gold, silver and platinum group metals and goldsmiths' or silversmiths' wares including set gems (except watch cases).
991 1 1 0	Bullion in the ingot, bar or sheet.
991 1 6 0	Gold coin.

Third schedule

Column 1 Code	Column 2 Division Number, Group Number, Item, Codes and Items
061 2 0 0	Refined sugar and other products of refining beet and cane sugar (not including syrups).
062 0 0 0	Boiled sweets, toffees and caramels only.
267 0 1 0	Secondhand clothing of all description whether knitted or not, for resale.
267 3 0 1	Salt put up for retail sale (except in packages of 10lb. or less).
421 3 0 0	Cotton seed oil.
554 1 0 1	Soap – toilet (including medicinal).
554 1 0 9	Soap – other.
629 1 0 2	Bicycle tyres.
629 1 0 6	Bicycle tubes.
652 1 0 0	Cotton fabrics, woven, grey (unbleached).
652 2 0 1 652 2 0 2	Cotton fabrics, bleached and coloured (woven of coloured yarns).
652 2 0 3	Dyed khaki drill and twill.
652 2 0 4	Dyed drills and twills other than khaki.
652 2 0 5	Cotton fabrics dyed, other.
653 5 0 3	Coloured fabrics (woven of coloured yarns).
656 6 1 0	Woollen blankets and travelling rugs.
656 6 2 0	Blankets and travelling rugs, cotton.
656 6 9 0	Blankets and travelling rugs, other.
697 2 1 9	Charcoal irons.
729 1 1 1	Batteries and cells for torches, and transistor radios.
733 1 1 0	Bicycles.
812 4 3 0	Flashlights and torches.
841 1 2 1	Printed khangas.
841 1 3 1	Shirts for men and boys.'

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

RHODESIA

Customs tariff changes

THE Customs and Excise (Tariff) (Amendment) Notice, 1968 (No. 11), published as Rhodesia Notice No. 920 on November 29, amends the Rhodesian Customs Tariff as follows:

Note:

Item	Duty
297 By the repeal of:	
(a) Paragraph (b) and the substitution of:	
(b) Letter or document files:	
(i) Of paper or paperboard, whether or not covered or reinforced with other materials:	
(A) Flat files; box files, not being transfer cases or boxes designed for holding guide or index cards and the like; compartmented expanding files . *ad val.*	25%
(B) Suspension files (excluding lateral suspension files) *ad val.*	25%
or each	£0 0s. 6d. whichever duty shall be the greater.
(C) Lever arch files . . . . . . *ad val.*	20%
or each	£0 1s. 0d. whichever duty shall be the greater.
(ii) Other, in the book or folder form . . *ad val.*	20%; and
(b) Subparagraph (vi) of paragraph (c) and the substitution of:	
(vi) Other, n.e.e. including metal fittings for stationery files, covers and binders . . . . . . *ad val.*	22½%

In this Schedule, 'paragraph' and 'sub-paragraph' include the rates of duty relating thereto.

Note:

Trade between the United Kingdom and Rhodesia is severely restricted. The changes in the Rhodesian tariff listed below are published for information only.

MOZAMBIQUE

Consumption tax

THE BOLETIM Oficial de Mozambique, No. 44, dated November 2, 1968 published Legislative Diploma No. 2832, which announces certain amendments to the revised list of goods subject to the Consumption Tax, which appeared in the *Board of Trade Journal* on September 20, 1968.

Tariff heading	Goods	Revised rate of tax	Previous rate of tax
37-02-01 37-02-02	Films in rolls, sensitized, unexposed, perforated or not	15% *ad val.*	40% *ad val.*

The following new items are added to the list:

Tariff heading	Goods	Rate of Tax
	Keyrings ('chatelaines'):	
ex 83-02-01	Of iron or steel	30% *ad val.*
ex 83-02-02	Of copper or copper alloys	

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

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AUSTRALIA

Tariff Board inquiry on machine tools

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of machine tools (tariff items 84.45, 1, 2, 3 and 9 and 84.48.1).

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than **December 31.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2191/68.

Tariff Board inquiry on shipbuilding

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded to shipbuilding by tariff protection and by means of subsidy (tariff chapter 89).

This reference is of departmental origin.

Details of chapter 89 of the tariff may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than **December 31.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2155/68.

Tariff Board inquiry on artificial respiration apparatus, etc.

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of artificial respiration apparatus and other goods (tariff items 90.18.200 and 90.18.990).

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
90.18	Mechano-therapy appliances; massage apparatus; psychological aptitude-testing apparatus; artificial respiration, ozone therapy, oxygen therapy, aerosol therapy or similar apparatus; breathing appliances (including gas masks and similar respirators):		
90.18.100	Vibratory massagers for operating in the hand and with self-contained electric motor, as prescribed by by-law	7½%	Free
90.18.200*	Aerosol therapy apparatus	27½% Primage 10%	10% Primage 5%
90.18.3	Breathing appliances (including gas masks and similar respirators):		
90.18.310	Of a kind designed to enable the wearer to breathe under water	7½%	Free
90.18.39	Other:		
90.18.391	Of rubber	40% Primage 5%	12½%
90.18.399	Of other materials	55% Primage 5%	27½%
90.18.9	Other:		
90.18.910	Vibratory massagers for operating in the hand and with self-contained electric motor .	32½%	20%
90.18.990*	Other	55%	27½%

* These are the only goods under reference; the rest are given for information only.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than **December 31.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2153/68.

Tariff Board inquiry result: ethyl acetate

A NOTICE was published in the *Board of Trade Journal* on October 28, 1966 to the effect that a reference had been made to the Tariff Board under the Australian Tariff (Dumping and Subsidies) Act on ethhyl acetate (current tariff item 29.14.211).

The inquiry has now been held, and as a result, dumping has been confirmed; the Tariff Board were, however, satisfied that ethyl acetate has not been exported from Britain at prices below the normal value.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2024/66.

(AUSTRALIA, *continued on next page*)

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AUSTRALIA, *continued*

Tariff changes

DETAILS ARE GIVEN below of changes made in the Australian Customs Tariff by customs tariff proposals which came into effect on November 28, 1968.

Amendments of Part II of the First Schedule to the Customs Tariff 1966-1968.

Tariff Item	Goods	Rate of Duty	
		General	Preferential
	Rubberized textile fabrics		
	Omit item 59.11, insert the following item:		
59.11	Rubberized textile fabrics, other than rubberized knitted or crocheted goods:		
59.11.1	As prescribed by by-law, being fabrics weighing less than 6 ounces per square yard and in which the textile fibres are of cotton . .	7½%	Free
59.11.9	Other	55%	45%
	Costumes, dresses or robes		
	In sub-item 61.02.1, omit 'Costumes, dresses or robes, not including dresses or robes for infants in arms, or dresses or robes not exceeding 22 inches in length;' insert, Costumes, dresses or robes, but not including: (a) Dresses or robes for infants in arms; or (b) goods 22 inches or less in length.		
	Static transformers		
	Omit sub-paragraph 85.01-499, insert the following sub-paragraphs:		
85.01.493	Rated for use at nominal system voltages exceeding 75,000, not being goods falling within sub-paragraph 85.01.491	40%	30%
85.01.499	Other	37½%	25%

JAMAICA

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended by the addition of the following new items:

162. Clutch-driven plates (clutch discs).
163. Clutch cover assemblies (pressure plates).

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

Industrial Incentives Law, 1956: Mirrors

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the above law:

Plain and decorative mirrors (exceeding 1/16th of an inch in thickness) mechanically produced.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

Export Industries Encouragement Law, 1956: Dress gloves

THE FOLLOWING PRODUCTS have been declared approved products by the Jamaican Ministry of Trade and Industry for the purposes of the above law:

Dress gloves.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* of October 4, 1968, page 953.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston, 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

BRAZIL

Devaluation of Cruzeiro

IN ACCORDANCE with the policy of small and more frequent adjustments of the exchange rate the Brazilian Central Bank announced a further devaluation of the New Cruzeiro from December 9. The new buying rate is 3.80 and the new selling rate 3.83 New Cruzeiros to the United States dollar.

CHILE

Exemptions from customs duties

BY DECREE No. 1892 of the Chilean Ministry of Finance, published on November 5, customs duties and *ad valorem* charges are suspended, subject to the Ministry's approval in each instance, on raw materials, partially processed goods and parts or pieces imported for use (i) by local industries in the manufacture of products for use or consumption in zones already enjoying special customs treatment, or (ii) by persons, organizations, etc., already enjoying total or partial customs franchises, provided that the final products obtained are put exclusively to the uses for which such franchises or exemptions are granted.

CANADA

'Made in Canada' ruling

THE FOLLOWING rulings have been made in Canada for Canadian Customs purposes:

Of a 'kind made in Canada':

2-Methyl-2-n-Propyl-l, 3-Propanediol Dicarbamate (Metrobamate).
(Ruling effective D ember 27, 1968)

Of a 'kind not made in Canada':

Acetaminophen (Para-acetaminophenol).
(Ruling effective November 26, 1968)

The above information is contained in Canadian Department of National Revenue Memorandum D51-33-1 dated November 26, 1968.

UNITED STATES

Flammable Fabrics Act

THE *Board of Trade Journal* of October 18 gave notice of the procedures under the United States Flammable Fabrics Act, as amended, for the development of new flammability standards.

The United States Department of Commerce has under consideration the development of a flammability standard or other regulation, including labelling, for carpets and rugs and fabrics or related materials intended for use in carpets and rugs.

All interested persons are invited to submit written comments or suggestions relative to (a) the desirability of a flammability standard or other regulation, including labelling, and (b) views on the form such standard or regulation should take.

Written comments should be submitted in at least four copies to the Assistant Secretary for Science and Technology, Room 884, United States Department of Commerce, Washington DC 0230, by January 2, 1969, and may be supported by any written data or other information pertinent to the subject.

Further information about this notice may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 1-222 7877, Ext. 2397).

Fur Products Labelling Act

THE *Board of Trade Journal* of December 22, 1967 gave notice of public hearings to be held by the United States Federal Trade Commission to give consideration to proposed amendments to the rules and regulations under the Fur Products Labelling Act, which among other things would specify when certain furs and fur products would be considered artificially coloured and to provide a means of better informing manufacturers and dealers as to the nature and extent of the artificial coloration.

After consideration of all the views and data submitted at the hearings, the Federal Trade Commission has published certain modifications and additions to the original proposals and has allowed further time for the written presentation of views, arguments and data.

Interested persons have until December 26, 1968 to submit written comments to the Federal Trade Commission, Washington DC 24580.

Further details may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

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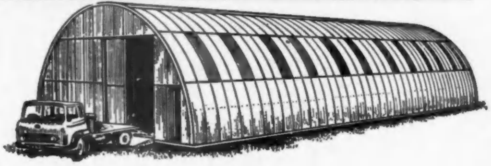

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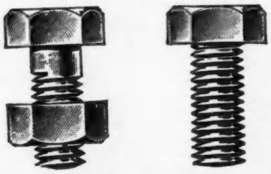

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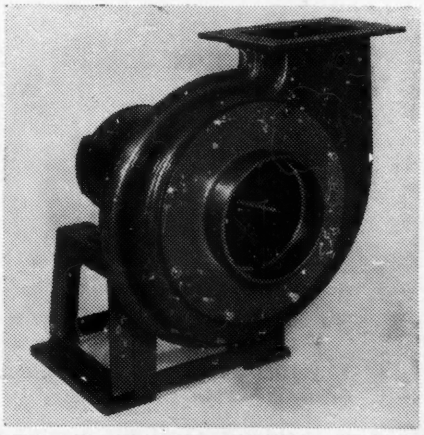

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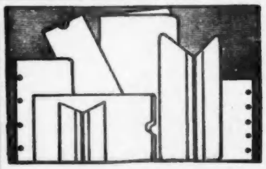

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2. 'Shop Windows for Exports'
A 24-minute colour film which outlines the respective merits of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited to his product.

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This 12-minute colour film, which was made at the Brussels and Toronto British Weeks, shows how the products of hundreds of British firms were sold to the public from every suitable shop in the two cities. The film explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

These 16-mm colour films, prepared for the Board of Trade by the Central Office of Information, give a graphic and comprehensive picture of the ways in which the Board of Trade can help British companies to sell abroad.

The Board has also published a set of leaflets summarising each film and giving useful contact points. They are available free of charge from the Board of Trade, Room 707, 1 Victoria Street, London SW1.

If you want to know how the Government's services to exporters operate and how they can help your firm, you should see these films. Copies of all three are readily available on hire from:

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